Grain Marketing "Know-How" Will Help You

Do you produce grain, sell grain, feed grain to livestock or poultry, eat cereal, bread, or other foods made from grain?

If your answer is yes to any of these, you will find the 4-H Grain Marketing program interesting and useful.

Marketing procedures, usually taken for granted by consumers, help determine what goods will be sold, what and how much can be purchased, the price asked and the price received, and the form in which it will finally reach the consumer.

In addition to learning about moving commodities from producer to the consumer, knowledge gained in this program can be helpful in many other ways.

Although this program deals primarily with the many aspects of marketing grain, the methods and procedures are similar in marketing all products.

Marketing and related services to agriculture offer good career possibilities. There are opportunities for taking a close look at possible careers including production, transportation, inspection and grading, grain trading, processing, sales and others.

Science and the opportunity for learning more in this important field are possible in this program. Although economics may be the primary science involved, the program does emphasize science in the production of grain, including weather, testing commodities, and sciences involved in developing consumer acceptance for products.

With the advent of the Common Market in Europe and heavy trade with Japan, futures trading is assuming greater world-wide importance, and here's a good chance for a closeup look at the greatest futures market now in operation.

For something interesting, a little different, and valuable to your future, ask your local 4-H leader or county extension agent for help in getting started now in the 4-H Grain Marketing program.

This program is conducted by the Cooperative Extension Services of the Land Grant colleges and universities in association with the U.S. Department of Agriculture. It is arranged and announced by the National 4-H Service Committee, 59 East Van Buren Street, Chicago 5, Illinois.

State Extension Services accepting provide information and suggestions for carrying on this awards program and assist 4-H members in achieving their objectives.

AWARDS

Donor: THE CHICAGO BOARD OF TRADE

COUNTY

Maximum of four gold-filled medals for blue award group.

STATE

All-expense trips to Chicago in January for two 4-H Club members and an adult to view the operations of the Board of Trade, terminal elevators, processing plants and other points of interest.
4-H Activities in Grain Marketing

Individual Activities

Individuals are encouraged to observe and study each phase of grain marketing and to increase their knowledge and understanding of its importance. Club members may want to:
1. Trace the route of a carload of grain shipped out of local elevator
2. Chart market price of different grains for twelve months
3. Note the seasonal market price trends for seed, fertilizer, and grain
4. Take part in seed grading and variety-identification schools and contests
5. Learn and use recommended methods of controlling rodents and insects in stored grain
6. Question farmers, Extension agents, elevator operators and others to learn operations of cash and futures markets, financing of marketed grain, purpose and operation of terminal grain markets, and government loan program
7. Listen to and read market news reports and learn to interpret them
8. Demonstrate some phase of grain marketing to 4-H Club, commodity or community group
9. Exhibit grain at local, county, and state fairs
10. Report how grain raised as a 4-H project was marketed and how your decision was reached
11. Survey the grain marketing facilities in your home county determining the type, capacity and requirements for storage of grain in each

Grain marketing offers many opportunities for giving demonstrations. Some successful demonstrators have chosen the following topics:
1. Grain grades and grading
2. Grain trading—(a) cash market (b) futures market
3. Preventing weevil and insect damage of stored grain
4. Preventing rodent and bird damage of stored grain
5. Importance of ventilation in grain storage
6. Uses of grain—(a) food (b) industrial uses
7. Movement of grain from farm to consumer
8. Milling and protein quality of different wheats
9. Interpreting market news reports
10. Sampling of grain for inspection

Marketing of products grown on the farm is becoming increasingly important. When, where, and how to sell farm output is only part of it. Consumer desires, supply and demand, and the many channels of marketing must be known. These activities have been used successfully in states participating in the 4-H Grain Marketing Program. However, specific activities for 4-H members and clubs will be determined by the State Extension Service.

Demonstrations

Demonstrations (by club members and other persons), films, and reports are used successfully. Subjects for reports and discussions may be selected from the following and from those listed under I and II.

1. How to determine grades and why have them
2. Effect of grading factors on quality—effect of moisture on grade and keeping quality, effect of insects and rodents, smut, weed seed, trash, other grains, and weight on grades
3. Terminal grain market and grain exchanges
4. Marketing Grain Through a Grain Exchange
5. Hedging Highlights
6. How To Make a Profit, reprint from Better Farming Methods
7. After the Harvest, 16 mm, 27-minute, color movie telling the story of U.S. grain marketing
8. The Speculator, 16 mm, 28-minute, color movie explaining operations of a futures market
9. Wheat Flour—$2.50
10. Market News Reports—$4.50

Division of Marketing and Utilization Sciences, Federal Extension Service, USDA, Washington 25, D. C.

Persons

State Extension Grain Marketing Specialist or Agronomist
Farmers and members of farm organizations
County Extension Agent
Elevator operators
Representatives of grain processing plants
Railroad agricultural department personnel

Publications, films, slidefilms, and slides

The following teaching aids may be used without charge except where purchase price is stated. Write the source given.


Newsflash Equipment Company, 618 W. Jackson, Chicago 6, Illinois

Other Sources of Information

Soya Food Research Council, 1026 17th Street, N. W., Washington, D. C.

American Feed Manufacturers' Association, 53 W. Jackson Blvd., Chicago, Ill.

Cereals Institute, Inc., 135 S. LaSalle Street, Chicago, Ill.

Corn Industries Research Foundation, 1001 Connecticut Avenue, N. W., Washington, D. C.

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The Board of Trade—what it is, what it does, and what it means to you
Futures Trading
The Farmer and the Futures Market
Grain Inspection
Transportation of Grain
Cash Grain Market
The Processors Grain Supply
Tour of Processing Plant—cereals, flour, mixes
Market Problems and Solutions
Selling the Farmer's Product
Distribution of the Consumer's Dollar
4-H Grain Marketing Demonstrations
Sharing Experiences in 4-H Grain Marketing Programs
Sightseeing, entertainment, banquets

YOU MAY PARTICIPATE

Enroll in the 4-H grain marketing project and complete the requirements as determined by your State Extension Service.

TO BE A STATE WINNER

You must have passed your 14th birthday and must not have passed your 21st birthday on January 1, 1963. You must have completed at least three years of 4-H Club work including the current year and shown interest and accomplishment in the 4-H Grain Marketing program.

Typical Comments of Recent Grain Marketing Winners

An Indiana boy says, "My high yielding corn projects sparked my interest in grain marketing. I have read daily market reports, learned the terms and figures used, and given short talks on storing grain and grain judging."

"We have learned many things—amount and kind of fertilizer to use, the proper way to clean a bin and store grain, and to choose the best time to sell wheat for the greatest profit," says an Oklahoma youth.

"I combined my interest in grain marketing with part-time work at a local grain company. I have learned to test, weigh, determine dockage and grade grains," claims a North Carolina boy who does not live on a farm.

A Missouri youth who is vice president of a grain marketing project club says, "Our group has studied the market, toured elevator facilities, graded corn in addition to preparing our exhibits."

In reporting on his reaction to the Grain Marketing Clinic and Tour, a Wisconsin youth says, "I never realized when I planted oats and corn that the harvested crop went through so many channels before it reached the ultimate consumer."

A Colorado youth says, "The grain marketing trip gave me many new experiences. I also believe that the program will affect my decision on a course of study as I apply for college this year."
September 25, 1963

MEMORANDUM

TO: ALL COUNTY CHAIRMEN, 4-H GRAIN MARKETING CONTEST

Gentlemen:

The deadline for our annual 4-H Club Grain Marketing Contest is rapidly approaching, and your immediate help is urgently needed, as county chairmen of the contest.

The members of the Youth Activities Committee will meet in the Association office on Monday, November 4 at 10 a.m. to judge the state-wide entries in this contest, to determine the winners who will make the free trip to Chicago and the Board of Trade. This means that all county entries must be judged in your county no later than October 22, in order that the entry of the top winner in each county will be in the hands of the 4-H Club office in Fort Collins by October 25 so that they can be assembled and taken to Denver for the November 4 meeting of the Youth Committee.

This simply means that we are counting on you to contact your county extension agent and get him rolling on this project immediately. These men have all the information they need to have at least one to five entries in the contest from each county.

Keep in mind that the county winner of this contest, as well as the two state winners, will be available in your county to make brief talks to your local civic organizations on what they have learned in grain marketing. This is an asset to the public image, which your association is attempting to establish.

Your help will be greatly appreciated.

Sincerely yours,

[Signature]

John F. Malo
Chairman, Youth Activities Committee

cc: Youth Activities Committee
BE SURE YOUR FEEDS CONTAIN AUREOMYCIN® CHLORTETRACYCLINE GUARANTEED BY CYANAMID

Clancy at Parasay Elevator - 4:30 P.M.
Please refer his call.

Elmer Rothman and Alvie Rothe will be attending the luncheon this week. They are from Weld County Extension Office, Greeley.
Mrs. Stoll-

Called to find out if we were getting any response. Said if we needed any help to let them know.

I asked her if Mr. Stewart was planning to attend. She said he would be attending.
To: Executive Committee  Colorado Grain, Milling and Feed Dealers Assn.
From: Kenneth Lloyd

Subject: State grain Association participation in a program to aid state
4 H students with grain projects in a better understanding of the grain business.

At a recent luncheon meeting John Heitz, Dave Page, Ole Ericson and Ken Lloyd discussed at length a request from Wm. Stewart of the Extension Division that the state association assist in developing a grain program for winners of grain projects at the county level. Part of the program would be to bring the first two place winners from each grain growing county into Denver for tours of grain facilities. Further, Bill suggested—Bill feels that the two state winners each who win free trips to the Chicago Board of Trade are each year have always lacked background knowledge to fully understand and receive value from this tremendous trip. By having a yearly, well publicized program and competition all segments would benefit.

Following are our suggestions. We would like to have the Executive Board’s approval or disapproval of these as soon as possible so that we might work with Bill Stewart in putting the program into gear immediately.

1. County level. A prize of a plaque ($10.00) and cash prizes at $15.00 to be awarded at county fairs for the best grain displays. These awards would be stated in the county fair premium lists. The cost would be borne by the association members in that county. This portion of our program would undoubtedly have to be voted on during the business session of the coming convention, from each county.

2. First two place winners along with their 4 H leaders would receive a trip to Denver. During this one day visit they would all visit the cereal lab, a flour mill, a terminal elevator, the grain exchange, a futures commission house, and perhaps see a Chicago Board of Trade film. The association would be host for lunch during which the Chicago Board of Trade winners would be announced. It is estimated that the maximum number of persons at lunch would be 100.

3. Determinations of winners. These would be left up to Bill Stewart. Should he desire the association will help. Our is to prepare a list by counties of the association members so that an early determination can be made of the individual members approval of being billed for his portion of the county cost. (maximum total county cost: $25.00)
Mr. Jack Malo
Intermountain Elev
Box 6507
Stockyard Station
Denver 16

Mr. A. J. Schlooo
Farmers Union
Box 1319
Stockyard Station
Denver 16

Mr. Del Ellis
Colo. Mailing & Elev
Equitable Bldg
Denver 2

Mr. John Heitz
Colorado Mailing & Elev
Equitable Bldg
Denver 2
award molly 2 baking contest at 411 luncheon
full activities honoring each county
county level speaking rules
publish rules in each county
lunch with bill & john
short letter from wendy
what done in past few days
TO: Western Feed and Seed

From: Bob Wier, Colorado Grain, Milling and Feed Dealers
519 Boston Bldg., Denver 2, Colo.

At a recent awards luncheon, Dean Saffer of Arriba, Colo., and James Free of Montrose, were given awards and a free trip to Chicago for submitting the winning entries in a state-wide contest on grain marketing procedures, sponsored by the Colorado Grain, Milling and Feed Dealers Association in cooperation with the extension service of Colorado State University and the Chicago Board of Trade. The 4-H club youths are shown here with William Stewart, extension agronomist at C.S.U., Del Ellis, vice-president of the Colorado Grain Ass'n and Feed Ass'n., and Larry McMillan, C.S.U. extension service. Also winning an award at the luncheon was Billy Schrayer, of Vona, Colo., for winning submitting the best entry of wheat which had the best milling and baking qualities as determined by laboratory tests. He was awarded a one-year scholarship to C.S.U. by the Association.

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FOR: IMMEDIATE RELEASE

FROM: Bob Wier, Colorado Grain, Milling and Feed Dealers Assn.
519 Boston Bldg., Denver 2, Colorado

Denver -- Judging was under way this week in the two annual 4-H club and FFA contests sponsored by the Colorado Grain, Milling and Feed Dealers Association in cooperation with the Extension Service of Colorado State University. The winners of the two contests are expected to be announced about the middle of December, according to Del Ellis, Association President.

More than 60 entries were submitted by 4-H club and FFA members throughout Colorado in the annual Junior Milling and Baking contest. The winner of this competition will receive a one-year full tuition scholarship to C.S.U., donated by the Association. The wheat samples submitted are tested in laboratories to determine which has the best milling and baking qualities for bread, according to William Stewart, Extension Agronomist at C.S.U. The contest is designed to help improve wheat varieties and quality grown in Colorado, he said.

In the annual Grain Marketing contest, entries were submitted from Adams, Boulder, Kiowa, Lincoln, Morgan, Saguache, Washington and Weld counties. They were being judged on the basis of best grain marketing procedures as prepared in notebooks and essays by 4-H club members. The two state winners of this annual contest will win a free trip to Chicago where they will compete for national honors and study the workings of the Chicago Board of Trade, Ellis explained.

The Colorado Grain and Feed Dealers will host the county winners at an awards luncheon at the Albany Hotel Monday, January 8, he said.

The Association is an organization of nearly 400 independent businessmen, engaged in the marketing of grains and feeds for farmers.

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FOR IMMEDIATE RELEASE

From: Bob Wier, Colorado Grain, Milling & Feed Dealers Assn.
519 Boston Bldg., Denver 2, Colo.

Richard Coleman, 14-year-old junior highschool student at Meeker, Colorado, has been named winner of the annual state-wide Junior Milling and Baking contest, sponsored by the Colorado Grain, Milling and Feed Dealers Assn., in cooperation with the Extension Service of Colorado State University, according to Del Ellis, president of the Association. Young Coleman will be awarded a full tuition one-year scholarship to Colorado State University by the Association.

In the annual 4-H Club Grain Marketing contest, sponsored by the Association and Colorado State University, the winners were Dale Lucore of Arriba, and Tommy Kay of Greeley, who presented the best 4-H projects on grain marketing procedures. They will be feted by the Chicago Board of Trade on a three-day trip January 8 to 11, all expenses paid.

The Colorado Grain, Milling and Feed Dealers Assn. will host an awards luncheon for young Coleman and the eleven county grain marketing contest winners at the Albany Hotel on Monday, January 8. Parents of the two state winners and the scholarship winner have been invited, along with county agents and Wm. Stewart and C. G. Staver of the Colorado State University Extension Service, Ellis said. Following the luncheon the youths will be taken on a tour of the Denver Grain Exchange, after which the marketing winners will entrain for Chicago.

Coleman is the son of Mr. and Mrs. Jess Coleman, who farm 140 acres fourteen miles west of Meeker. Of the 66 entries in the Milling and Baking contest, Coleman was the only one to submit the Colorow variety of wheat, most of them being Wichita, Cheyenne, and Comanche. Two entries were Warrior, two Bison, two Kiowa, two Lee, one Concho and one Blackhull. Coleman is a member of the Busy Beavers 4-H Club in Rio Blanco county, and worked in cooperation with Mr. Wm. Ball, county extension agent at Meeker. When notified of his winning the scholarship, young Coleman said he was thrilled because he plans to go to the university at Ft. Collins.

Wheat samples were submitted in the Junior Milling and Baking contest by 66 4-H and FFA youths in twelve counties. The samples were tested by Hungarian Flour Mills laboratory technicians to determine baking qualities, mixing strength, protein content and general bread quality. Coleman was one of the runners-up in the same contest last year, when Billy Schrayer, 14-year-old Vona junior highschool student, won the contest. Eight of the runners-up will be awarded cash prizes by the Colorado Milling and Elevator Co. at the 40th annual seed show, which will be held in conjunction with the National Western Stock Show January 12-21. Bill Stewart, of the Extension Service at C.S.U., reports that the scholarship is one of the best awards offered any 4-H or FFA youths in Colorado.

In the Grain Marketing contest, county winners besides Lucore and Kay were: Earl Tupps, Adams County; David Dalpra, Boulder County; Dwight Lessenden, Kiowa County; Darrell Young, Lincoln; Larry Musgrave, Morgan; Sandra Lee Kopfman, Saguache; Larry Hicks, Washington; and Gary Bernhard and Steven Greenwald, Weld County.

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Gary Blocha  
Wray, Colorado

Dear Gary:

The Colorado Grain and Feed Dealers Association has just announced that their Recognition Luncheon for County 4-H Club Grain Marketing winners will be held at the Albany Hotel in Denver, at noon on Monday, January 27. Also invited to this Luncheon are the winners' parents, their County Extension Agents and the county industry sponsors.

I am sure that by this time you have received an invitation direct from the Association, but we want to add our encouragement in hopes that every county winner and his parents will be present.

This is one of our most successful 4-H Club projects and we attribute quite a substantial amount of credit for this success to the industry people who co-sponsor the work with us.

The program for that day will consist of the luncheon, a short discussion of the program relative to the Grain Marketing Project, and a tour through the Cargill Elevator—which is Denver's newest terminal elevator—and there you will get to see newly-developed grain handling facilities that have been installed for the first time in this area. Also, on that day our two state winners and their chaperon, Stan Royes, will leave from Stapleton Airport to attend the National Grain Marketing Clinic sponsored by the Chicago Board of Trade which will be held the balance of that week.

We sincerely hope it will be possible for you, your folks, your Extension Agent and the industry youth activity chairman for your county to attend this luncheon and tour.

Looking forward to seeing you in Denver, January 27th,

Sincerely,

Cc - Hubert Kohlmeier  
Thomas A. LaQuey  
Cecil G. Staver  
Bob Wier

Wm. G. Stewart  
Extension Agronomist
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Grain Marketing Trip  
Steven Greenwald

Mr. Chairman and guests, I am glad I was asked to give a report on my recent trip to Chicago, not only because of the many interesting points we visited and educational tours we took, but because it gives me a chance to thank each one of you in person for making such a wonderful trip possible. Michael Hoppe of Sterling, CoMo, was the other state winner and I am sure I speak for him as well as myself when I say, thank for this opportunity to learn more about our grain market. Our chaperon on the trip was Mr. John Frezarres of Mesa County.

We left Denver by jet, Jan 25, and arrived in Chicago in one hour and 37 minutes actual flying time. The conference started Tuesday, Jan. 26, with a film entitled "After the Harvest." Mr. Carey, Chairman of the Chicago Board of Trade, and Mr. Mindrum, Director of the National 4-H Service Committee extended a special welcome to the group.

Tuesday noon Mr. Joseph W. Stener, Production Manager of the Quaker Oats Company, spoke to us on "What a Processor Does." The processor includes the flour millers, feed manufacturers, Bean Processors, and Breakfast food and cereal products processors. We found that the quality and quantity of grain used are very important factors to the processor. The source of the grain supply, products manufactured as well as maintaining Research Laboratories, are all important to the Processor.

Tuesday afternoon we boarded a chartered bus for a trip to General Mills Plant. The people at General Mills were wonderful. Mr. Klipfai, Cereal Plant Manager, welcomed us. We were introduced to some of the plant personnel, by Mr. Herb Madison, Personnel Manager. Discussions were held on Elevator operations and Cereal Plant operations. After this we took a tour of the Cereal Plant. We were given samples of the cereal as it came from the machines. I will say, I am now a Cherrios fan. It is delicious. The cereal plant produces 9,000 cases
of Wheaties a day, and between 7 and 8,000 cases of cherrios per day. The population is increasing at the rate of 3% a year, but consumption of cereal has risen 7%. After the tour we had a question-and-answer period, and I think this is the type of meeting from which we gain a lot of information.

Tuesday evening we had dinner at the Hilton Hotel, as guests of the Chicago Board of Trade, after which we saw the "Ice Show".

Wednesday was a full day. Mr. Lebeck, Secretary of the Chicago Board of Trade, spoke to us on "How the Board of Trade started and What it does." The Chicago Board of Trade is the largest exchange of its kind in the world. To be able to take part in the grain program gave me the opportunity to understand better price changes and marketing procedures.

For me the highlight of the trip was the Guided Tour of the Trading floor, to get a close-up view of trading transactions. The trading floor could almost be in a different world, but we soon came to know the meanings of many terms used in trading, for example I learned a bull is one who believes prices are too low and will advance. "This isn't what I was taught out on the farm!" Terms such as delivery month, bulge, cash commodity, and I think most interesting of all the future's market. Futures orders are received on the trading floor by telephone. About two-thirds of the area of the trading floor is devoted to futures trading. No written contracts are exchanged, though a single contract may involve a million dollars or more.

After our tour of the Trading floor, Mr. Johnson, gave a talk on "How Farmers can use the Future's Market". Effective use of futures markets in the farm business can be a means of increasing farm income. Like all tools, it requires knowledge and careful attention. Profits won't come automatically.

There are four ways a farmer can put futures to use in his business.
III

1st: To fix the price of a crop before harvest. A futures market offers an opportunity to produce on contract at guaranteed prices.

2nd: To fix the price of grain in storage for later delivery.

3rd: To fix the cost of feed without taking immediate delivery. Feeders can cover coming feed needs by buying futures contracts.

4th: To speculate in the price of a crop that has been produced but for which storage space is not available.

On Wednesday afternoon we also had a trading demonstration by members of the Chicago Board of Trade, I finally know what some of the hand signals mean.

Thursday morning we visited Don McNeill's Breakfast Club. This was a lot of fun.

At 10:30 Thursday morning we heard a talk by Mr. Duane Foote, Extension Grain Marketing Specialist, University of Nebraska. His topic was "Distribution of the Consumer's Dollar". An interesting point made is why the consumer's dollar to the farmer has been declining. Marketing costs have continued to rise. The price of farm products has not kept pace, but in many cases have dropped. Additional processing on many food items explains the smaller share to the farmer.

We rounded out the conference by having an idea exchange. Thursday afternoon we took tours of interesting places such as the Museum of Science and Industry.

We returned home about 5, Thursday evening. There were 11 states participating, but I know we boys from Colorado certainly had a wonderful time and it more than made up for the homework waiting for us.

Thank you very much.
March 26, 1940

To: Board of directors Colo. Grain, Milling & Feed Dealers Assn.
From: Kenneth Lloyd

Subject: Youth Activities and 4-H grain-marketing program

Mr. William Stewart Extension Agronomist and Mr. Larry McMillan Asst. state 4-H Club Leader desire that the grain-growing and marketing projects of Colorado 4-H clubs be more closely aligned with the state assn for mutual benefit. The executive board has met on this subject and approved a suggested program. Mr. John Heitz and myself have met with Mr. Stewart and Mr. McMillan at CSU recently to establish a procedure to be followed. Following is a brief background of the situation.

There are approximately 100 corn-growing programs in 4-H clubs in the state and another 80 other grain-growing projects. There are not over 10 grain-marketing projects in the state. The two state winners in marketing projects win an expense-paid trip to the Chicago Board of Trade. Over the years these winners have gone to Chicago with almost no knowledge of grain marketing. One year there were only three entries from which two winners were to be chosen.

Other projects such as livestock raising and beet growing are tremendously successful due primarily to the pressure brought by and assistance brought by state associations and Great Western Sugar Co. Pressure is brought on the county agents and support is given in the forms of contests, dinners, prizes, etc. The prime reason behind the large number of corn projects is the support of railroads. No one pushes or supports grain growing or marketing.

Our Executive Board has suggested action on two levels—local and state. On the local level it will be necessary for a successful program that association members devote the time necessary to aid and assist in the grain-growing and marketing projects. Money is secondary. Time is the important thing. The local member will be given the names of his county agent and 4-H leader. He is to contact them in regard to offering his assistance in this program. This assistance can take many forms, but at the outset we two things are necessary as grain projects are already set up. 1. One or more trips locally with the enrolled students to view each growing project. 2. Trips through local elevators to allow understanding of the grain marketing system. 3. Display of projects at county fair sponsored by our members and/or dinner for all registered 4-H members and their fathers where commendation and awards are given. These two state-county winners will later journey to Denver for a state meeting.

At the state level a full day trip will take place for all county grain-marketing winners. This will include a trip to a terminal elevator, Grain Exchange, cereal lab, futures market, etc. A luncheon will be held at which time state winners will be announced for the two free trips to Chicago. At the same time our state winner of the Junior Milling and Baking contest will be announced.

The state 4H will contact all county agents and leaders and advise them of the Association members in their city or area.

Of all forms of agriculture in Colorado grain growing and marketing which are the most important have received the least emphasis. This responsibility lies with us. Our young farmers and their families must understand more about our industry, how it functions and operates. We desperately need good public relations now as never before. Before we have had none.
Subject: Professor and Board Members

To: Board of Directors

Date: Midwest Co-Op

The Midwest Co-Op Board of Directors met last week to discuss the current financial state of the cooperative. Despite facing significant challenges, the board is committed to ensuring the long-term success of the organization.

Key points from the meeting:
- The board approved a motion to invest in new technology to improve efficiency and customer service.
- A committee was formed to explore potential expansion opportunities.
- The board voted to maintain the current dividend rate for members.

The board will hold a special meeting next month to review progress on these initiatives.

John Smith, President
Mr. Kenneth Lloyd  
Walston & Company  
Mile-High Center  
Denver, Colorado  

Dear Kenny:

I just visited with Larry McMillan again about our proposed marketing project for 4-H members. It is our understanding that we are to hold our release until notified by your association so that the announcement of this project will be simultaneous from both organizations.

I will appreciate it if you will let me know when your group is releasing their publicity. We in turn will furnish you copies of correspondence and information which goes to our county agents about the project.

Thanks for your help.

Kindest personal regards.

Very truly yours,

Wm. G. Stewart  
Extension Agronomist
Mr. William G. Stewart
Extension Agronomist
Colorado State University
Ft. Collins, Colorado

Dear Bill:

The Colorado Grain Milling and Feed Dealer's Association had their board meeting this last Saturday, at which time a new Executive Secretary was chosen and other business considered. Our President, James Hanson from Burlington has appointed Mr. Jack Malo of Intermountain Elevator Co. as the Youth Activities Chairman for the coming year.

I will assist Jack Malo as well as John Haits in this committee work. The board approved the youth program as I presented it. You can expect that our members will be contacted in the very near future in regards to this program. Our new Executive Secretary is Mr. Robert Wier, whom you will find extremely capable. Bob has an extensive background in publicity and newspaper work. He will certainly be a great help in getting state-wide publicity for this program, as well as coordinating its efforts.

I am meeting with Bob next week, and we will work out details of the program at that time. I have delayed writing you until our new secretary was chosen, and the board had had an opportunity to act upon our suggested program.

Very truly yours,

Kenneth W. Lloyd

cc: Jack Malo
    Robert Wier
    Dell Ellis
June 10, 1960

COPY OF LETTER SENT TO ALL COUNTY CHAIRMAN OF YOUTH ACTIVITIES COMMITTEE:

The recent grain storage negotiations demonstrated our need for good public relations both on a local and national level. The Extension Service of Colorado State University has asked our assistance in their 4-H Grain Marketing Program, which offers us an excellent chance to better our public relations.

For several years, the Chicago Board of Trade has sponsored an all-expense paid trip to Chicago for two Colorado 4-H members. The College would like to have our help in obtaining better qualified youths to attain this award. The Colorado Grain Dealers is sponsoring an all-day tour in Denver and a luncheon for two county grain marketing project winners and their county agent, in each participating county.

The real success of this program will depend on local participation. We would like to have you act as County Chairman for __________ County. Your duties would be to meet with your County Agent to work out the county program. The members may want tours of local grain facilities, project tours, or talks by grain people. They may desire films to use at meetings or pamphlets on the future market. These are available through the Colorado Grain Dealers Association. It might be desirable to sponsor a recognition banquet in your county to announce your local winners.

Our participation in this program was explained to the State 4-H leaders at their annual meeting at Fort Collins on June 8, 1960.

Sincerely yours,

COLORADO GRAIN, MILLING AND FEED DEALERS ASSOCIATION

YOUTH ACTIVITIES COMMITTEE
John Heitz, Chairman    B. Barker
J. F. Halo    T. Hall
K. W. Lloyd    M. E. Koontz

Annual Convention -- Denver-Hilton, February 19, 20, 21, 1961
July 12, 1960

TO: ALL MEMBERS OF THE YOUTH ACTIVITIES COMMITTEE
and
COUNTY CHAIRMAN, 4-H GRAIN MARKETING PROGRAM

Gentlemen:

Enclosed please find a letter from the Colorado Extension Service to County Agents concerning the Colorado Grain, Milling and Feed Dealers Association 4-H Grain Marketing Contest, and a booklet outlining the requirements for 4-H members.

Please get in touch with your County Agent as soon as possible. Your Association would like to make this contest a real outstanding event this year, to get the full benefit of wide-spread recognition and public relations that we need so greatly. Let us see if we can't get a whole flock of 4-H members working on this project.

We hope that you will give them your utmost cooperation, as outlined in the enclosed booklet.

Please call on me if I can be of any help. For instance, I can obtain visual aid films for you to show to your local 4-H Club. Please let me know if there is any way I can help.

Sincerely yours,

COLORADO GRAIN, MILLING AND
FEED DEALERS ASSOCIATION

John Heitz, Chairman
Youth Activities Committee

[Signature]

Annual Convention -- Denver-Hilton, February 19, 20, 21, 1961

TO: All County Agents and All 4-H Club Agents

SUBJECT: Colorado 4-H Club Grain Marketing Project

Colorado State University and the Colorado Grain, Milling and Feed Dealers Association are initiating cooperatively a project for Colorado 4-H Club members in connection with grain marketing activities for this year. As you know, the Chicago Board of Trade annually provides trips to Chicago for Colorado's two grain marketing winners. We have not been satisfied with the participation in this project.

This year, the Colorado Grain, Milling and Feed Dealers Association will begin sponsorship of this project on an intensified localized basis. We fully expect, due to local promotion, to stimulate greater participation in grain marketing by 4-H Club members. We feel that this provides an opportunity for County Agents and grain trade people to stimulate the local interest in marketing which has been badly needed for a long time. (You and your grain trade people will select your projects from our grain marketing handbook annually, thus providing a program which fits your situation.)

It is planned that under the leadership of your local elevator operators, a grain marketing achievement dinner or program, can be held in each county at the end of the season, at which time your county winners can be determined. The Colorado Grain, Milling and Feed Dealers Association will sponsor a Denver trip for the county winners. The trip will include a visit to a terminal elevator, the Denver Grain Exchange, a visit to the cereal laboratory, to a flour mill, and other educational visits. The Denver trip will be terminated with a dinner, sponsored by this organization, at which time Colorado's two state winners will be announced, these winners to receive the Chicago Board of Trade trip to Chicago.

In addition to the Colorado Grain, Milling and Feed Dealers Association, this program has been presented to the directors of the Colorado Wheat Administrative Committee. They think very highly of the program too, and will cooperate with you and your grain trade people in organizing the program locally.

I am sure you will agree that this gives us an opportunity to further develop a rather badly needed project which should, in turn, result in more common knowledge of marketing procedures by our local people, and result in better expansion programs in Colorado's grain producing counties. The fact that such organizations as the Colorado Grain, Milling and Feed Dealers Association, and the Colorado Wheat Administrative Committee are interested in, and actually sponsoring such a project, is further indication that they too feel this to be a "must program for Colorado 4-H Club members."

We hope your county can actively participate in this program this year, and that your county will be represented at our first annual State Grain Marketing Achievement Program when it is organized this winter.

Good luck!

Very truly yours,

(signed)

Jim G. Stewart
Extension Agronomist
COLORADO 4-H'ERS WIN GRAIN MARKETING AWARDS

Fort Collins, Dec. 15--Two Colorado 4-H members will leave for Chicago Jan. 9 to visit the Chicago Board of Trade as state winners of national awards under the 4-H grain marketing program, C. G. Staver, state club leader, Colorado State University, announced here today.

The state's two top winners are Dean Saffer, Arriba, and James Free, Montrose. Accompanying them to Chicago will be Donald E. Knowlton, Hugo, Lincoln county agricultural agent.

Sponsor of the national awards is the Chicago Board of Trade. During the boys' Jan. 10-12 stay in Chicago, they will observe how trading is conducted on the board of trade. Also scheduled are visits to a number of processing plants which convert cereal grains to food and feeds.

Competition within the state was sponsored cooperatively by the Colorado Grain Milling and Feed Dealers' Association and the Colorado State University Extension Service. Saffer and Free headed a list of 10 high-ranking contestants from six counties.

All county winners and their 4-H club agents will be guests of the Colorado grain and feed dealer group at a luncheon in Denver on Jan. 9. The group is also expected to visit a Denver flour mill.

County winners and runners-up included these:
Weld county, Tommy Kay and Steven Greenwald, both of Greeley; Kiowa county, Cardon Berry, Eads, and Leslie Splitter, Sheridan Lake; Montrose county, James Free, Montrose, and Dennis Rowan, Olathe; Rio Grande county, Douglas Still, Monte Vista; Lincoln county, Dean Saffer and Dale Lucore, both of Arriba; Alamosa county, Robert Steffens, Monte Vista.
Mr. Robert P. Steffens  
Route 1  
Monte Vista, Colorado  

Dear Robert:  

This is to offer you sincere congratulations on your being one of the county winners in the 4-H Grain Marketing project, sponsored by the Colorado Grain, Milling and Feed Dealers Association and Colorado State University's Extension Service.  

You are invited to be our guest at a luncheon at the Albany Hotel, 17th and Stout Sts., at noon Monday, January 3, at which time the awards will be made for the two state winners who will go to Chicago.  

After luncheon you will be taken on a tour of the Hungarian Flour Mills and laboratories.  

Sincerely yours,  

COLORADO GRAIN, MILLING AND FEED DEALERS ASSOCIATION  

Robert L. Wier  
Executive Secretary
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<thead>
<tr>
<th>County</th>
<th>Names and Addresses</th>
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<tr>
<td>Alamosa</td>
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<td>Dennis Rowaln, Route 1, Olathe, Colorado</td>
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<td>Rio Grande</td>
<td>Douglas Ray Still, Route 1, Monte Vista, Colorado</td>
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<tr>
<td>Weld</td>
<td>Tommy Kay, Route 1, Box 164 B, Greeley, Colorado</td>
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<td>Steven Greenwald, Route 2, Box 289, Greeley, Colorado</td>
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FOR: IMMEDIATE RELEASE

FROM: Bob Wier, Colorado Grain, Milling and Feed Dealers Association
519 Boston Bldg., Denver 2, Colorado

Billy Schrayer, 14-year-old Vona, Colorado high school student, has been named winner of a state-wide wheat milling and baking contest, sponsored by the Colorado Grain, Milling and Feed Dealers Association. He is the youngest 4-H club member ever to win the state championship.

Young Schrayer was awarded a full tuition scholarship to Colorado State University at Fort Collins at an awards luncheon held at the Denver Albany Hotel, staged by the Grain and Feed Association, along with the winners of the recently completed 4-H grain marketing contest, also sponsored by the Association.

Del Ellis, vice-president of the Association, presented their awards at the luncheon, after which the boys were taken on a tour of the Hungarian Flour Mill laboratories.

The two state winners of the 4-H grain marketing contest were Dean Saffer of Arriba, and James Free of Montrose. After the Monday tour, the two boys left for Chicago where they were guests of the Chicago Board of Trade for three days of educational tours of the Chicago Grain Exchange and other facilities.

The grain and feed association, in cooperation with Colorado State University Extension Service, annually sponsors the two contests for members of 4-H and F.F.A. clubs, one on grain marketing procedures, and one on growing wheat which shows the best qualities for milling and baking.

Wheat samples were submitted by 47 youths from clubs in 11 counties in the milling and baking contest. The samples were tested by Hungarian Flour Mills laboratory technicians to determine baking qualities, mixing strength, percent extraction and protein content.

Winner Schrayer's Wichita wheat samples were submitted through his 4-H Golden Opportunity Club at Vona, a farming community in far eastern Colorado. Schrayer lives with his parents, Mr. and Mrs. Willie Schrayer, and two younger brothers on a farm north of Vona where they raise wheat and cattle.

Agricultural county agent Burl Stedwell of Burlington said young Schrayer has been an outstanding 4-H club member, winning several projects including a "catch-a-calf" at the county fair last summer.
Second place winner in the baking contest was Kenny Cooksey of Weld county, and Shirley Coleman of Rio Blanca county was third. Other winners included Jim Cesik, Raymond Thompson and Earl Saffer, all of Lincoln county, and Richard Coleman of Rio Blanca county. They will be awarded cash prizes by the Colorado Milling and Elevator Co. at the 39th annual seed show, being held in conjunction with the National Western Stock Show, Jan. 13-21.

Others attending the luncheon were the two winners in each of six counties in the grain marketing contest, and their county agents. The 4-H youths include Tommy Kay and Steve Greenwald of Greeley, Cardon Berry of Eads, Leslie Splitter of Sheridan Lake, Dennis Rowen of Olathe, Douglas Still of Monte Vista, Dale Lucore of Arriba, Robert Steffens of Monte Vista and Dale Ryker of Alamosa.

Club members submitting entries by counties included: Morgan county: Stanley Erker and Doug Hough; Weld county: Billy Warren, John Hagen, John Westhoff, Vickie Cooksey, Kenny Cooksey, Larry Golgart, Roger Chenoweth, Alan Diehl, James Schoeneman and Harlan Hankins; Adams county: John W. Clair; Baca county: Jim Campbell; El Paso county: Larry Enos; Elbert county: Leonard Burns and Dennis Kucerik; Lincoln county: Lloyd Eiden, Dean Saffer, Earl Saffer, Larry Lundien, Dale Lucore, Glen Yoder, Raymond Thompson, Douglas Young, Jim Gesick, Darrell Young; Kit Carson county: Arthur Lawrence, Billy Schrayer, Fred Mathies, Don Haeseker, John Chapin, Nolan Davis; Kiowa county: Leslie Splitter, Stanley Weisdorfer; Phillips county: James Krehmeyer; Rio Blanca county: Gary Dunham, Karen Coleman, Shirley Coleman and Richard Coleman.

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MEMORANDUM

TO: COUNTY CHAIRMEN, 4-H GRAIN MARKETING CONTEST

Gentlemen:

As most of you know, your Association annually co-sponsored a 4-H Grain Marketing Contest in cooperation with Colorado State University and the Chicago Board of Trade. The two winners of this contest win a free trip to Chicago and an awards luncheon and tour in Denver.

This contest is one of the highlights of your Association's public relations activities and serves to create a better image of your Association to the public. Soon you will be receiving from Bill Stewart, CSU Extension Agronomist, information and a brochure on the details of this contest. Your county agent also will receive this information. As soon as you receive this information from Bill Stewart please contact your county agent and your 4-H club leader urging them to get this contest going in their county. This won't require much of your time and you will be doing our industry a great service. We will get publicity in all the local papers and radio stations on your behalf if you have some 4-H boys entered in the contest from your county, plus the fact that you will interest some future grain marketing employees in the business. This is not a difficult project and the Association needs your help.

The Association Youth Activities Committee met July 23rd and selected each of you to serve on this worthwhile promotion.

Cordially,

COLORADO GRAIN AND FEED DEALERS ASSOCIATION

Bob Wier
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**YOUTH ACTIVITIES COMMITTEE:**
Bernie Barker, Chairman, CM&E, 620 Equitable Bldg., Denver.
Dave McGee, Vice-Chairman, Golden West Mill Co., Longmont.
H. C. Harrison, Snell Grain Co., Arriba, Colo.
Bill Archambault, Arch Sales Co., P.O. Box 9001, Stockyards Sta., Denver, Colo.
Terry Hall, Hall Grain Co., 101 W. Railroad, Akron, Colo.
Jack Malo, Intermountain Elev., Box 6507, Stockyards Sta., Denver, Colo.
TO: COUNTY CHAIRMEN, 4-H GRAIN MARKETING CONTEST

Gentlemen:

Congratulations!! We have been notified by your Executive Secretary, Bob Wier, that you have agreed to act as one of the County Chairmen for your association which co-sponsors with us our National 4-H Club Grain Marketing activities. As you know, our primary purpose in developing these activities among our boys and girls is that of increasing among our people knowledge about grain marketing procedures—which cannot help but increase their understanding of some of the problems encountered by the grain industry as their products move to market. In Colorado our grain marketing activities are not "cut and dried". You will notice that within the enclosed 4-H Grain Marketing Handbook many potential projects are suggested. A suggested program between our County Extension Agent and the County Chairman we think might include the following activities:

1. A cooperative enrollment campaign—any boy or girl carrying a grain project is eligible to carry a parallel project in grain marketing. Your Extension Agent has a list of those enrolled in grain projects in your county. I am sure that the grain dealers in your county can suggest more boys and girls who might be interested in carrying a grain project with a little encouragement.

2. The development of a grain marketing club within a county and a program of county activities for that club, such as: trips through local elevators; inspection of local fields during the growing season; discussions by grain dealers about grain sanitation and grain storage; discussions with older members about the flow of grain, etc.

3. The development of a local grain marketing achievement day which recognizes local participants and designates county winners.

4. Sponsorship of local winners on their trip to the state meetings in Denver.

We think that in our Grain Marketing Project we have the makings of an activity which can be of real benefit to both the grain industry and to our boys and girls in Colorado who eventually will grow up to be our customers. We appreciate the fact that you as one of the leaders in the grain industry in your county are working with us in connection with the grain projects this year.

Very truly yours,

Wm. G. Stewart
Extension Agronomist

cc: Members of Youth Committee
Bob Wier
C. G. Staver
Extension Agents & Dist. Agents
TO: COLORADO EXTENSION AGENTS

Dear Agents:

The grain dealers in Colorado, through their state organization, the Colorado Grain and Feed Dealers Association, are again this year co-sponsoring with us the 4-H Club Grain Marketing Project. I am enclosing herewith a copy of a list of the County Chairman as selected by the state organization. I am also enclosing a copy of a letter which has been sent to the county chairmen, and it is suggested that you and your county chairman work together in developing this program in your own county—I know it will be a welcome relief to know that you have somebody locally who is ready, willing and able to give you some help in developing a worthwhile project such as this.

The county chairmen have been notified by Bob Wier, Secretary of the Colorado Grain and Feed Dealers Association; so you have behind you the combined efforts of industry and those of us here at Colorado State University in connection with this project.

Again this year the Grain and Feed Dealers Association will sponsor the luncheon for our county winners. The luncheon will be held just prior to the time the state winners leave on the Chicago Board of Trade-sponsored trip. We hope that the co-sponsorship by the industry people of this project will help develop more universal participation. Our Grain Marketing Project, I feel, offers us a terrific potential in the knowledge of, for, and about an important phase of agriculture and agri-business in Colorado.

We are sure you and your county chairman will work harmoniously in encouraging participation in the grain marketing activities in your county.

Very truly yours,

Wm. G. Stewart
Extension Agronomist

cc - Bob Wier
C. G. Staver
Members of Colorado Grain and Feed Dealers Assn. Youth Committee
September 19, 1962

Mr. V. L. Sackett
Harmack Grain Co., Inc.
Cope, Colorado

Dear Bud:

I was glad when I came into the office this morning from an extended trip out in the country to receive your letter of September 11. I know, too, that Eddie Amend and the new assistant county agent there will be glad to know that you are interested in the development of our Junior Milling and Baking Contest and in our 4-H Club Grain Marketing work.

By copy of this letter I am alerting those folks to your interest in these projects. I know they will be most happy to work with you in developing them. Terry Hall, as you know, is a member of the Colorado Grain and Feed Dealers Youth Committee. He, too, will be glad to have your suggestions and your help.

At present, these two projects are in the process of revision and re-examination. The Colorado Junior Milling and Baking Contest, of course, is a part of the annual Colorado Pure Seed Show. The premiums quoted to you by Bob Wier in his letter last week are Seed Show premiums. About ten years ago the Colorado Grain and Feed Dealers Association assumed cosponsorship of the project at which time the present scholarship award was created. I just checked with Bob Wier this morning; the scholarship award will continue through the 1963 wheat crop. The Association has previously stated, however, that it is re-examining the project and it is doubtful that the scholarship award will be offered by that Association in connection with the Milling and Baking Contest at the Seed Show which will be held in 1964. Their scholarship award instead will be transferred to another Association activity. This year, however, the Milling and Baking Contest is still cosponsored by Colorado State University, the Grain Dealers and by the Colorado Milling and Elevator Company which offers a $50 award to the club or FFA chapter which submits the most entries.

Samples can be entered by individuals or by chapters. They must be bona-fide 4-H Club or FFA projects, however, and the entry blank must carry the signature of the county agent or FFA teacher. The samples are sent to me...
here at Colorado State University where they are assembled by variety and sent to the Colorado Milling and Elevator in Denver where the milling and baking characteristics are determined.

I am enclosing a few copies of the entry blank which you can show to the folks you visit with about the Milling and Baking Contest. Again, I certainly am happy to hear from you, and as usual we welcome your cooperation. Kindest personal regards,

Very truly yours,

Wm. G. Stewart
Extension Agronomist

cc: Robert L. Wier
    Bernard Barker
    Terry Hall
    Eddie Amand
December 12, 1962

Mr. Edwin H. Amend
Extension Agent
County Court House
Akron, Colorado

Dear Eddie:

The State Grain Marketing Project Records were judged yesterday by a committee of five outstanding members of the Colorado Grain and Feed Dealers Association. Your entry for Washington County, Larry Hicks, of Lindon, was awarded First Place. I am writing to you this morning since you might possibly want to use this information in your county.

As you know, the Chicago Board of Trade awards the two top entries a trip to Chicago the latter part of January. In addition, the Colorado Grain and Feed Dealers Association will sponsor a County Champion Recognition Luncheon for your county champions, their parents, and you as Extension Agent. The time and place will be arranged and you will be notified. The date will be Monday, January 28, 1963.

Congratulations on having had one of the top grain marketing entries this year!

Kindest personal regards.

Very truly yours,

Wm. C. Stewart
Extension Agronomist

cc - C. G. Staver
Robert L. Wier
Bernard E. Barker
December 12, 1962

Larry Dean Hicks
Lindon, Colorado

Dear Larry:

Congratulations! You have been chosen a county winner in the Colorado Grain Marketing Contest for this year. Further congratulations, too, are in order on your selection just yesterday by two of the state staff from Colorado State University and an outstanding committee from the Colorado Grain and Feed Dealers Association as one of our two state winners.

Recognizing the value of our 4-H Club Grain Marketing Contest, the Colorado Grain and Feed Dealers Association are organizing a Recognition Luncheon for county winners, their parents, and their 4-H Club agents again this year. The luncheon will be held in Denver on Monday, January 28, 1963. You will be notified by the Grain Dealers Association of the time and the place of the luncheon.

Congratulations again on your good work. Kindest personal regards, and best wishes. We'll see you at the luncheon on the 28th of January.

Very truly yours,

Wm. G. Stewart
Extension Agronomist

cc - Edwin H. Amend
C. C. Staver
Robert L. Wier
Bernard E. Barker
Note to Bill Stewart: Sample of letter sent to state and county winners, which vary slightly. You and Staver, naturally, are invited to attend the luncheon. Please notify your extension agents of the time and place.

Bob

January 11, 1963

Mr. Larry D. Hicks
Lindon, Colorado

Dear Larry:

This is to offer you sincere congratulations on being one of the state winners in the 4-H Grain Marketing Contest, sponsored by the Colorado Grain and Feed Dealers Association and Colorado State University's Extension Service.

You and your parents are invited to be our guest at a luncheon at the Continental Denver Hotel, Speer Boulevard and Valley Highway at noon Monday, January 28, at which time the awards will be made for the two state winners.

After lunch you will be taken on a tour of the Continental Bakery.

Sincerely yours,

COLORADO GRAIN AND FEED DEALERS ASSOCIATION

Robert L. Wier
Executive Secretary

cc: W. G. Stewart, C.S.U.
    Cecil Staver, C.S.U.
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<td>Steven Casey Greenwald, Route 2, Greeley</td>
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Jan 28, 2
FOR: IMMEDIATE RELEASE

FROM: Bob Wier, Colorado Grain and Feed Dealers Assn.
519 Boston Building, Denver 2, Colo.

Denver -- Two Colorado boys will leave January 28 for an educational tour of the Chicago Board of Trade.

They are Larry Hicks of Lindon, and Gary Bernhardt of Greeley. The two boys were top winners in the Colorado 4-H Grain Marketing Contest sponsored by the Colorado Grain and Feed Dealers Association and Colorado State University.

The Board of Trade sponsors the trip. The two boys will return to Colorado January 31.

Preceding the trip will be an awards luncheon at the Continental Denver Motel on January 28. The luncheon will be for all 12 county winners in the marketing contest, their parents and county agents, sponsored by the Association.

County winners who will attend the dinner are Mario Lee Curto of Alamosa, Jack Ebright of Hasty, Larry Enos of Yoder, Charles de Vries of Olathe, Larry E. Musgrave of Hoyt, James L. Bloxsom of Center, Sandra Lee Kopfman of Center, Harvey White of Monte Vista, Steven C. Greenwald of Greeley and Gary Blecha of Wray.

########
To the following Colorado Extension Agents:

Vern H. Anderson (El Paso County); John L. Fuqua (Area Office, Alamosa — for Alamosa, Saguache and Rio Grande Counties);
George Zonitch (Bent County); James E. Whitmore (Montrose County);
William B. WaIek (Morgan County); Edwin H. Amend (Washington County);
Glenn E. Wilson, Jr. (Weld County) and George H. Ellicott (Yuma County)

Dear Agents:

Following is a copy of the letter that was sent to each county winner in the 4-H Grain Marketing Contest, and this will notify you of the time and place of the luncheon:

"This is to offer you sincere congratulations on being one of the state winners in the 4-H Grain Marketing Contest, sponsored by The Colorado Grain and Feed Dealers Association and Colorado State University's Extension Service.

"You and your parents are invited to be our guest at a luncheon at the Continental Denver Motel, Speer Boulevard and Valley Highway at noon Monday, January 28, at which time the awards will be made for the two state winners. After lunch you will be taken on a tour of the Continental Bakery".

Mr. Wier asked that we notify you. I think it would be well if you would let us know so that we in turn can let Bob know how many to expect at the luncheon. You might call winners in your counties or areas to find out if they and the parents will be attending and send this word to us just as soon as possible.

Thanks for your help.

Sincerely,

Mrs. Lo Probst, Secretary
to Wm. G. Stewart
Extension Agronomist

cc—C. G. Staver
Robert L. Wier

(Written in his absence)
June 27, 1963

Mr. Bob Weir, Secretary
Colorado Grain and Seed
Dealers Association
519 Boston Building
Denver, Colorado

Dear Bob:

Congratulations young man on your return to duty.

I know from my visits with your membership that you have been missed while you have been down although the folks I talked to all have a high opinion of the job your secretary did in connection with your state wide publication during your absence. Anyway, we welcome you home young man, we are all glad to see you.

Now to get down to business. You will find enclosed a copy of our new national brochure on Grain Marketing. If you will send me a copy of all of our county chairmen from your organization Cec and I will get out a joint letter to them alerting them to some of the advantages of the Grain Marketing Award Program. Thanks again for your help.

Kindest personal regards and best wishes for a quick and complete recovery.

Very truly yours,

[Signature]

W. G. Stewart
Extension Agronomist

Enclosure
July 3, 1963

Mr. William G. Stewart  
Extension Agronomist  
Colorado State University  
Ft. Collins, Colo.

Dear Bill:

Thanks very much for your warm "welcome back" message.

In regard to our county chairman on the grain marketing contest, we probably won't have that list ready before the latter part of this month. If that is not soon enough, feel free to mail whatever material you have to the old list, which I am sure you have in your files, and we will subsequently send to you any substitutes or additions. It is apparent that the list needs to be heavily reorganized, because so many of the current chairman failed to take any part in this contest.

I will call a meeting of the Youth Activities Committee within the next two weeks, at which time we will select the county chairman list for this year. If this is not satisfactory, call me and we will see what else we might work out.

Thanks again for your good wishes. I am feeling a lot better and am now back to work regularly, I hope.

Warmest regards,

Bob Wier

eh
July 25, 1963

TO COUNTY YOUTH ACTIVITIES CHAIRMEN, COLORADO GRAIN AND FEED DEALERS ASSN.

Dear Chairmen:

We are enclosing herewith a copy of the 1963 4-H Club Grain Marketing Awards program brochure. We in the Colorado Extension Service who are working with 4-H Club members certainly appreciate your cooperation and that of the Colorado Grain and Feed Dealers Association in helping us to develop a grain marketing program for every county. There are many advantages to a co-sponsored program such as this. One of the greatest advantages, we feel, is that in developing a knowledge on the part of our farm commodity producers about marketing procedures we develop confidence in our marketing system and a knowledge of the marketing quality needs of the products we produce on the part of your everyday customer. In this way we feel we can eliminate many of the misunderstandings which are the result of inadequate information.

Your assistance in helping your county agent develop a grain marketing program which fits the needs of your county and the communities therein is greatly appreciated. Thank you very much for your continued cooperation.

Kindest personal regards.

C. G. Staver
State 4-H Club Leader

cc - District Agents
    - Extension Agents
    - Carl Herzman
    - Robert L. Wier

Very truly yours,

Wm. G. Stewart
Extension Agronomist

COLORADO STATE UNIVERSITY AND U.S. DEPARTMENT OF AGRICULTURE COOPERATING
July 26, 1963

MEMORANDUM

TO: COUNTY CHAIRMEN, 4-H GRAIN MARKETING CONTEST

Gentlemen:

At a meeting of the Youth Activities Committee in the association office Friday, July 19, you were chosen to be the county chairmen for this association to help promote our annual 4-H Club Grain Marketing Contest, in conjunction with Colorado State University and the Chicago Board of Trade.

As you know, this is one of our major public relations programs and the association honors the winners of this contest at an awards program in Denver. Your cooperation in this project is most appreciated and vitally needed. You will soon hear from Mr. William G. Stewart, Extension Agronomist at C.S.U., who is in charge of the program, at which time he will give you further details. However, it essentially boils down to your contacting your county agent who also will hear from Stewart, and make arrangements for a meeting with him and county 4-H Club leaders. You might also want to arrange a tour of your facilities for any of these 4-H Club boys and girls who are interested.

As you remember, the winner of the contest in each county is selected for the trip to Denver, and of these winners, two are selected to make the free trip to Chicago. The state winners and each county winner are eligible then to be scheduled as speakers at various county functions explaining their work in this contest, which gives our farm friends and town friends a greater insight into the functions performed by grain and feed dealers in the economy of the state.

Very little of your time will be required, but it is essential that you contact your county agent to get the project going. You will get all of the necessary details from Bill Stewart.

Sincerely yours,

COLORADO GRAIN AND FEED DEALERS ASSOCIATION

John F. Malo, Chairman
Youth Activities Committee
## COUNTY YOUTH ACTIVITIES CHAIRMEN

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**YOUTH ACTIVITIES COMMITTEE:**

John F. Malo, Chairman - Denver  
Ron Sellman, Vice-Chairman - Denver  
Dave McPe - Longmont  
Bill Archambault - Denver  
H. C. Harrison - Arriba  
Dillon Rich - Steamboat Springs  
Myron Sours - Rifle  
Russell Goodwin - Flagler  
Howard Moore - Julesburg  
Jim Knowles - Vilas  
Hubert Kohlmeier - Yuma  

1963/64
MEMORANDUM

TO: COUNTY CHAIRMEN, 4-H GRAIN MARKETING CONTEST

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COLORADO GRAIN AND FEED DEALERS ASSOCIATION

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YOUTH ACTIVITIES COMMITTEE:

John F. Malo, Chairman - Denver
Ron Sellman, Vice-Chairman - Denver
Dave McC ge - Longmont
Bill Archambaut - Denver
H. C. Harrison - Arriba
Dillon Rich - Steamboat Springs
Myron Sours - Rifle
Russell Goodwin - Flagler
Howard Moore - Julesburg
Jim Knowles - Vi las
Hubert Kohlmeier - Yuma

1963/64
July 25, 1963

TO COUNTY YOUTH ACTIVITIES CHAIRMEN, COLORADO GRAIN AND FEED DEALERS ASSN.

Dear Chairman:

We are enclosing herewith a copy of the 1963 4-H Club Grain Marketing Awards program brochure. We in the Colorado Extension Service who are working with 4-H Club members certainly appreciate your cooperation and that of the Colorado Grain and Feed Dealers Association in helping us to develop a grain marketing program for every county. There are many advantages to a co-sponsored program such as this. One of the greatest advantages, we feel, is that in developing a knowledge on the part of our farm commodity producers about marketing procedures we develop confidence in our marketing system and a knowledge of the marketing quality needs of the products we produce on the part of your everyday customer. In this way we feel we can eliminate many of the misunderstandings which are the result of inadequate information.

Your assistance in helping your county agent develop a grain marketing program which fits the needs of your county and the communities therein is greatly appreciated. Thank you very much for your continued cooperation.

Kindest personal regards.

C. C. Staver
State 4-H Club Leader

cc - District Agents
   Extension Agents
   Carl Herzman
   Robert L. Wier

Very truly yours,

Wm. G. Stewart
Extension Agronomist

COLORADO STATE UNIVERSITY AND U.S. DEPARTMENT OF AGRICULTURE COOPERATING
July 25, 1963

TO ALL COLORADO EXTENSION AGENTS

Dear Agents:

We are enclosing herewith the 1963 4-H Club Grain Marketing Awards Program brochure. This program is available to all 4-H Club members who are carrying a grain production project. It is a highly educational and worthwhile program and one in which every 4-H Club member can profitably participate.

As you know, the grain dealers in Colorado cosponsor this program with Colorado State University. A list of the County Youth Activities Chairmen for the grain dealers is enclosed herewith for your information. We hope that you and your county representative from the Association can develop a grain marketing program in your county which will be of benefit to you and to all your 4-H Club participants.

In addition to the awards listed in the brochure, the Colorado Grain and Feed Dealers Association annually sponsor a recognition luncheon for county winners, parents and leaders. We are fortunate in having industry people interested in this project with us. We are sure you will profit through the association.

Very truly yours,

C. G. Staver
State 4-H Club Leader

Wm. G. Stewart
Extension Agronomist

cc - District Agents
Carl Herzman
MEMORANDUM

TO: COUNTY CHAIRMEN, 4-H GRAIN MARKETING CONTEST

Gentlemen:

At a meeting of the Youth Activities Committee in the association office Friday, July 19, you were chosen to be the county chairmen for this association to help promote our annual 4-H Club Grain Marketing Contest, in conjunction with Colorado State University and the Chicago Board of Trade.

As you know, this is one of our major public relations programs and the association honors the winners of this contest at an awards program in Denver. Your cooperation in this project is most appreciated and vitally needed. You will soon hear from Mr. William G. Stewart, Extension Agronomist at C.S.U., who is in charge of the program, at which time he will give you further details. However, it essentially boils down to your contacting your county agent who also will hear from Stewart, and make arrangements for a meeting with him and county 4-H Club leaders. You might also want to arrange a tour of your facilities for any of these 4-H Club boys and girls who are interested.

As you remember, the winner of the contest in each county is selected for the trip to Denver, and of these winners, two are selected to make the free trip to Chicago. The state winners and each county winner are eligible then to be scheduled as speakers at various county functions explaining their work in this contest, which gives our farm friends and town friends a greater insight into the functions performed by grain and feed dealers in the economy of the state.

Very little of your time will be required, but it is essential that you contact your county agent to get the project going. You will get all of the necessary details from Bill Stewart.

Sincerely yours,

COLORADO GRAIN AND FEED DEALERS ASSOCIATION

John F. Malo, Chairman

Youth Activities Committee
## COUNTY YOUTH ACTIVITIES CHAIRMEN

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John F. Malo, Chairman - Denver
Ron Sellman, Vice Chairman - Denver
Dave Mcc ee - Longmont
Bill Archambault - Denver
H. C. Harrison - Arriba
Dillon Rich - Steamboat Springs
Myron Sours - Rifle
Russell Goodwin - Flagler
Howard Moore - Julesburg
Jim Knowles - Vilas
Hubert Kohlmeier - Yuma

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**YOUTH ACTIVITIES COMMITTEE:**

- Bernie Barker, Chairman, CM&E, 620 Equitable Bldg., Denver.
- Dave McGee, Vice-Chairman, Golden West Milling Co., Longmont.
- H. C. Harrison, Snell Grain Co., Arriba, Colo.
- Bill Archambault, Arch Sales Co., P.O. Box 9001, Stockyards Sta., Denver, Colo.
- Terry Hall, Hall Grain Co., 101 W. Railroad, Akron, Colo.
- Jack halo, Intermountain Elev., Box 6507, Stockyards Sta., Denver, Colo.
Adams.................Jack Malo
Arapahoe.............Howard Lindfors
Boulder .............. Dwight Amos
Garfield............. Charles Sours
Kit Carson........... Russ Goodwin
La Plata............. Fred Kroeger
Logan................ Buzz Wooters
Moffat................ Len Henderson
Otero................ Amos Bish, Manzanola
Phillips.............. Lloyd Davis, Paoli
Routt................ Lester Grandbouche, Hayden
Sedgewick............ Howard Moore, Julesburg
Cheyenne............. Aubrey Moyer
August 2, 1963

Mr. Russ Wooters
Welsh Grain & Feed, Inc.
Sterling, Colorado

Dear Mr. Wooters:

I am extremely happy to have been informed by your President, Dale Reimer, that you will be acting as the County Youth Activities Chairman for Logan County in connection with our Colorado 4-H Club Grain Marketing Project for this year. A short time ago a letter referring to the project along with the National Grain Marketing Brochure was distributed to all the chairmen of the project last year. I am enclosing hereewith this information for your use since the national brochure, I am sure, includes a rather complete description of the marketing project for 4-H Club members.

Enclosed also you will find our Colorado Grain Marketing Handbook which outlines potential grain marketing projects which the folks in your county can use to help select worthwhile activities which you feel to be important in your area as well as those activities which will be emphasized during any one program year. Our Colorado 4-H Club Grain Marketing Project has progressed rapidly since we cooperated our efforts with those of your organization several years ago. All programs such as this achieve their success at the local level, and the success of the program reflects very clearly the interest of the people working closely with it.

We certainly look forward with anticipation to your participation with us in this program this year. Your local county Extension Agent, Vernon Carter, and I welcome your help.

Best Wishes for a Successful Program!

Sincerely,

Wm. G. Stewart
Extension Agronomist

Encs.

cc - Vernon H. Carter
     Robert L. Wieb
     C. G. Staver
TO: All County Extension Agents

GRAIN MARKETING PROGRAM

We have just finished judging the State 4-H Club crop entries and we notice that two or three counties have also already submitted their entries in the Grain Marketing Contest for this year.

As you know, we have just a little more time before the grain marketing projects must be judged, than is the case with our county projects—although the 4-H office would like to have all the records at the same time if possible.

I have just visited with Bob Wier, Secretary of the Colorado Grain and Feed Dealers Association, the group that co-sponsors the grain marketing contest program with us in this state. A committee from that organization will meet with us in Denver on Monday, November 4th for the purpose of judging this years' contest entries.

It will be necessary, therefore, that you have your entries in (at the 4-H Club office here in Fort Collins) by October 25, so that they can be assembled and taken to Denver on the 4th.

I hope that every grain producing county in Colorado will have a least one entry in this program this year. Colorado's grain dealers are extremely interested in our program and anxious to help develop it on a county level as the opportunity presents itself.

We know we can look forward to some excellent records this year. I hope your county will be represented.

Very truly yours,

Wm. G. Stewart
Extension Agronomist

CC - Bob Wier
Cecil Staver
October 22, 1963

MEMORANDUM

TO: COUNTY CHAIRMEN, 4-H GRAIN MARKETING CONTEST

Gentlemen:

We have received an urgent call for HELP from Bill Stewart, Extension Agronomist at Colorado State University, to round up more entries in our 4-H Club Grain Marketing Contest. Entries so far are pitifully few, and the deadline is Friday, October 25. He is writing to each of the county extension agents again, advising them of this urgent call, and he suggests that the county chairmen of our association also contact their county agent and help him get some of these entries put together. The judging will take place in the association office on Monday, November 4, at which time the two best ones will win a free trip to Chicago.

Keep in mind, too, that we entertain county winners at a luncheon here in Denver, at which time awards and recognition are given, and publicity offered to newspapers and radio.

Mr. Stewart says he knows that there are boys and girls in your county with grain projects going, and he is surprised that more entries have not been made, since this is one of the nicest trips that any 4-H boy or girl can win.

Anything you can do at this late date will be most appreciated.

Sincerely yours,

COLORADO GRAIN AND FEED DEALERS ASSOCIATION

Executive Secretary

cc: Bill Stewart
October 22, 1963

Mr. Raymond E. Peterson
P. O. Box 128
Simla, Colorado 80835

Dear Ray:

LAST CALL
Colorado 4-H Club Grain Marketing Contest

To date, only three counties have submitted entries in Colorado's 4-H Club Grain Marketing Contest. The Grain Marketing Contest is one of the most worthwhile projects a 4-H club member can participate in for several reasons:

First: It gives him an opportunity to associate marketing with his grain project and in so doing to learn something about the actual efficiency which our grain marketing system offers our grain producer in placing his products on the market.

In addition, this project teaches our junior producer something about the qualifications his product must meet in order to satisfy consumer demands.

Second: The interested participation of the Colorado Grain and Feed Dealers Association furnishes for this project the business backing which is so necessary if our junior project participants are to learn to live under today's competitive system.

Third: The Grain Marketing Clinic which is offered by the Chicago Board of Trade for project state winners is one of the most valuable educational activities a 4-H club member can ever experience. The finances and effort devoted to this project by the leaders of our Grain Marketing industry are indicative of the importance they attribute to worthwhile training such as this for our young people.

Our 4-H club records indicate the fact that your county had members enrolled in club work this year in grain projects. We certainly hope you will encourage those members to enter this year's contest along with subsequent contests as long as they are carrying grain projects.
Simultaneously with this letter, Mr. Wier, of the Grain Dealers Association is contacting Bob Benjamin, who is the county chairman for the Grain Dealers in Elbert County. I hope that between you, you can submit a county entry by Friday, November 1.

Our state contest will be judged in Denver, Monday, November 4th, even if we only have three entries. But we do not believe it fair to the contest or to you folks out in the county not to try and solicit more participation than this, prior to the time entries are judged.

Thanks for your help.

Very truly yours,

C. E. Staver
Extension Agronomist

Cecil C. Staver
State 4-H Club Leader

mt

cc: Bob Wier
    Don Chadwick
Mr. Robert L. Wier  
Colorado Grain and Feed Dealers Association  
519 Boston Building  
Denver 2, Colorado  

Dear Bob:

Enclosed are copies of the letters which have just gone out to all of the Grain Marketing contest winners along with the list of winners I promised I would send down to you.

I hope this letter finds you feeling better, young man, I was just a little worried about you when we left your office the other day.

Thanks again, Bob, for your enthusiastic help. Kindest personal regards.

Very truly yours,

Wm. G. Stewart  
Extension Agronomist  

WGS:mt  

Enclosures
CONGRATULATIONS! Mr. Staver and I met Monday with the Youth Committee of our Colorado Grain and Feed Dealers Association in Denver and helped judge the Colorado 4-H Club Grain Marketing records. Yours was selected as one of the two Colorado State winners so you will be hearing from our 4-H Club office about the achievement luncheon which is given for all county winners, their parents, their county agents and the county Grain Dealers representative; and about the trip which is sponsored annually by the Chicago Board of Trade to visit Chicago and learn more about grain and grain marketing.

As a Colorado State winner, we will be looking to you in the future to help train other 4-H club grain producers in your county and in your area. As a Junior leader in this project in your county, I am sure you can contributed a great deal to the project especially after having experienced the wonderful trip to Chicago to which I know you will be anticipating between now and January 27th.

Although the contest has been judged and the winners determined, the announcement in this connection will not be made for a short time so we hope you will not release this information in your own county until after the general state wide announcement has been made. At present there are a great many announcements of this kind being released in connection with 4-H club activities. We prefer to hold this release for about another month so that the announcement will be competitive to those which are being released now and so that it can receive its proper emphasis.

In the meantime, we will appreciate it very much if you will send Mr. Wior, Executive Secretary of the Colorado Grain and Feed Dealers Association, two glossy pictures which can be used for publicity purposes when this announcement is released.
Mr. Kenneth Cooksey

November 8, 1963

Congratulations again on a job well done. We will look forward to seeing you regularly from now on as one of our leaders in 4-H club grain projects.

Very truly yours,

[Signature]

Wm. G. Stewart
Extension Agronomist

WGS:mt

cc: George James
Cecil Staver
Bob Mier
November 8, 1963

Dear Charles:

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Mr. Charles DeVries

November 8, 1963

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Very truly yours,

W.G. Stewart
Extension Agronomist

cc: Norvin Prerichs
    Cecil Staver
    Bob Wier
James Bloxson  
Rte. 2, Box 13  
Center, Colorado  

Dear James:  

I certainly want to congratulate you for having been designated a County Champion in the 4-H Club Grain Marketing Project this year.  

In general, the entries this year were very good. The two which were selected as State Winners, we feel, are exceptionally fine records. We hope that you will continue your activities in grain marketing work. It if not possible any more to become a state project winner in one year. By continuing in the project for several years, however, you not only gain a considerable amount of knowledge about our grain utilization and grain marketing, but you accumulate a record which will be of value to you all the rest of your life. Although you were not one of our state winners this year, we hope you will continue your activities in this project. Perhaps you too can look forward to being a winner at some future time.  

On January 27, 1964, the Colorado Grain and Feed Dealers Association, who co-sponsor this project with us, will be holding a State 4-H Club Grain Marketing Achievement Luncheon at which time you, your parents, your County Agent and the grain dealer representative from your county, will be recognized for the work you have done this year. You will receive your invitation direct from Mr. Wier, Executive Secretary of the Colorado Grain and Feed Dealers Association, and we hope you will start planning now to be present in Denver at that time. We know you will enjoy the program and that you will learn about the value of co-operative effort in connection with the 4-H Club Grain Marketing Project in Colorado.  

Again, congratulations and best wishes for future success!  

Very truly yours,  

[Signature]  

Wm. G. Stewart  
Extension Agronomist  

WGS:wfs  

cc = Bob Wier  
Cecil Staver  
Bernie A. Williams
Olathe, Colorado
November 27, 1963

Mr. Robert Wier
Executive Sec. of the Colo. Grain & Feed Dealers Assn.
519 Boston Building
Denver, Colorado

Dear Sir:

This is some information about Charles that may be of interest.

Charles is 15 years old and has always lived in Olathe. He is a sophomore at the Olathe High School. He is very interested in sports and P.F.A. His project this year is raising registered Duroc hogs and he is a member of the judging team.

Charles has just completed six years of 4-H club work in the Halping Head 4-H Club of Coal Creek. The projects completed are: fat lamb 8 years, fat calf 2 years, crops 3 years, breeding gilt 1 year, electricity 1 year, weeds 1 year, junior leadership 1 year and Grain Marketing 2 years.

He is really thrilled about winning this trip.

Very truly yours,

Mrs. Thurlow DeVries

Enc. 3 pictures
Rocen, Colo.
Dec. 4, 1963

Mr. Bob Weir
519 Boston Bldg.
Denver, Colo.

Dear Mr. Weir,

Enclosed find the three pictures of Ken that you requested. I am sorry that we are so late in sending them but they just arrived.

Here is a little information you asked for about Ken:

Ken Cooksey, age 15, is the son of Mr. and Mrs. Lyle Cooksey of Rocen, Colo. He lives on a farm south-east of Rocen where he lives with his father and older brother grow wheat and feed grains and raise livestock. He has been a 4-H member of the Kiowa Busy Workers 4-H club for 7 years. His main projects have been small grains and dairy cattle which fit in with the type of farm on which he lives. He has taken part in demonstrations on grain sanitation and marketing, also field crops and weed identification contests. He has been a winner in County and State Seed Shows.

Trusting this is the information you wanted we remain,

Sincerely,
PROJECT OUTLINE FOR 1964:

1. Improving Quality and Yields of Grains Produced
2. Maintaining Quality of Grains in Storage
3. How Grains Move to Market
   a. Country Grain Elevator
   b. When to Sell Grains
   c. The Future Market
4. Interpretation of Market Reports

Sections 1, 2, and 3 will contain questions for the member to answer with the help of parents or leaders. There will be a project meeting MONDAY, August 3, at Lebsacks Feed and Seed Store in Sterling, to cover No. 3 and answer any questions from 1,2, or 3.

Sections 4, 5, and 6 will be covered as a talk by qualified personnel.

1. IMPROVING QUALITY AND YIELDS OF GRAINS PRODUCED: (Instructions - Find the answer with parent, leader, or other qualified help. Write the answer below the question.)

   1. What procedure should be followed when selecting seed for planting?

   2. What is the value or importance of growing certified seed?

   3. Should seeds be treated before planting? ____________ If so, why?

   4. Why is it important to control weeds and insects?

   5. Briefly explain how you would take a soil sample for a fertility analysis.

   6. Why is it necessary to harvest grains at the proper stage of maturity?

   7. Name some of the major parts of a combine and give their function.

   8. Bring in a 10-pound sample of your wheat to be entered in the Junior Milling and Baking Contest.

2. MAINTAINING QUALITY OF GRAINS IN STORAGE: Grains are usually sound when harvested. But a sound kernel of grain is a living organism that breathes and respires. If the grain is not properly harvested, handled, and stored it gets sick or "Goes Out of Condition".

   The usual causes for loss of quality in grain are (1) Too high a moisture content, causing heating, suffocation, and growth of molds and bacterias; (2) Damage by insects; (3) Damage by rodents; or (4) Improper storing facilities.

   Answer the following questions as in Section 1:

   1. Why is it important to test grains for moisture when they are stored?

      Should they be checked periodically while in storage? ____________ What is a safe moisture level for storing wheat? ____________

   2. How would you go about preparing a bin for grain storage to insure best results from the standpoint of:

      A. Tightness
      B. Ventilations
      C. Freedom from rodents, insects, and birds

      List some control measures for:

      A. Insects
      B. Rodents
3. When filling a bin with an auger, why should the spout be moved around over the bin and not left to dump in one spot?

4. Give an illustrated talk or demonstration on how to control rodents—include information on waste they cause to both food and food grains.

5. Under what conditions or situations might you use an artificial grain dryer?

3. **HOW GRAINS MOVE TO MARKET:** In this section, you really begin to study grain marketing. Here you will learn about the physical jobs of weighing, grading, receiving, storing, shipping, and processing.

The principal grain marketing agencies are (a) country grain elevators, (b) grain merchandisers and commission sales agencies, (c) buyers and sellers on grain exchanges, (d) terminal elevator operators, and (e) processors of grain products. We will study marketing at a country grain elevator.

You should study the following questions and then complete the answers after you have toured the country grain elevator (Lebsack Feed and Seed Store on August 3 at 8:00 p.m.).

1. How are weights recorded and the number of bushels determined?

2. How is the accuracy of scales determined?

3. What are the capacity of the scales? Length of platform?

4. How are samples taken?

5. What tests are made?

6. What are grades?

   How are they determined?

7. What is the purpose of grades?

8. Who buys the grain from the elevator operator?
   a. Is the price determined before the grain is shipped or when it reaches destination?
   b. How does the elevator operator get paid?
   c. What use does he make of grades?

9. Is grain shipped by truck or rail?

Summarize what you have learned from this Grain Marketing Program in the form of a report. Attach your report to this members guide.

Fill out a standard report form used in all National Award Programs.

Submit this material to the County Extension Office, Box 950, Sterling, Colorado, by September 1, 1964.

**NOTE:** This application may be in addition to another project area. For example, you may apply in Grain Marketing, Sheep, and Foods. You may receive an award for grain marketing and one of the other two projects.

**AWARDS:**

- County -- Gold Medals to the four winning records in each county.
- State -- All expense paid trip to Chicago for two outstanding records.* Achievement Luncheon in Denver for all county winners. **

State winners must have completed three years of 4-H work and be at least 14 years old as of January 1, 1964.

* Sponsored by the Chicago Board of Trade.
** Sponsored by the Colorado Grain and Feed Dealers Association.
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* Sponsored by the Chicago Board of Trade.
**Sponsored by the Colorado Grain and Feed Dealers Association.
January 8, 1964

Mr. William G. Stewart  
Extension Agronomist  
Colorado State University  
Fort Collins, Colorado

Dear Bill:

Enclosed is the press release that we have sent to the Colorado weeklies and dailies. The Denver dailies, however, will not receive theirs until Tuesday, along with pictures of the boys.

From this office we will invite our county chairmen in the ten counties to attend the luncheon. Will you write the boys in the eleven counties, their parents and the county extension agents? Will you also invite Cecil Staver and anyone else on your staff who you think might be interested? ...Lowell Watts, maybe?

I have reserved a room at the Albany Hotel for noon Monday, January 27. The only thing different in the way of a tour that I could think of, would be a visit to the new Cargill plant, but I am afraid time might not permit this, since it is so far out. However, I will arrange any kind of a tour that you folks think would be interesting.

Please let me know...

Sincerely,

COLORADO GRAIN AND FEED DEALERS ASSOCIATION

Robert L. Wier

Encl.
FOR: IMMEDIATE RELEASE

FROM: Bob Wier, Colorado Grain and Feed Dealers Assn.
519 Boston Bldg., Denver, Colo. 80202

Denver -- Special -- Kenneth Cooksey, of Roggen, Colorado, and Charles DeVries, of Olathe, have won the annual 4-H Club Grain Marketing Contest sponsored by the Colorado Grain and Feed Dealers Association, in cooperation with Colorado State University and the Chicago Board of Trade, it was announced today by Charles Dale Reimer, association president.

Following an awards luncheon at the Albany Hotel on January 27, the two boys will leave with their chaperon for a three-day educational tour of the Chicago Board of Trade. The two winners were chosen from eleven county winners for their outstanding presentation of grain marketing methods, according to Jack Malo, chairman of the association's Youth Activities Committee, and William G. Stewart, Extension Agronomist at C.S.U.

The association awards luncheon will be held at noon on Monday, January 27, to which all of the eleven county contest winners, their parents, county agents and association county chairmen, have been invited. Besides the two state winners Cooksey and DeVries, they include: Jack Malo, Adams County chairman and winner Joey Badding, Fort Lupton; Jay Showalter, Bent County chairman and winner Jack Ebright, Hasty; Dwight Amos, Boulder County chairman and winner Charles Dalpra, Longmont; Costilla County winner Arnold Espinosa, Blanca; El Paso County chairman Bob Davis and winner Fred Geist, Yoder; Lowell Raine, Montrose County chairman; Howard Stehwien, Saguache County chairman and winners James Bloxsom and David Ford, Lotb of Center; Kirby Hart, Weld County chairman and winner Ron Bernhardt, Greeley; and Hubert Kohlmeier, Yuma County chairman and winner Gary Blecha, Wray.

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cc: Bill Stewart, C.S.U.
Stan Boyes, County Agent - Greeley
Verne Cornforth, C. A. - Montrose
January 10, 1964

TO: Jack Haio
    Jay Showalter
    Dwight Amos
    Bob Davis

    Lowell Raine
    Howard Stehwien
    Kirby Hart
    Hubert Kohmeier

Gentlemen:

As association county chairman in our annual 4-H Club Grain Marketing Contest, you are cordially invited to attend an awards luncheon at the Albany Hotel on Monday, January 27 at noon.

At this luncheon the awards will be given to the two state winners, Ken Cooksey of Roggen and Charles DeVries of Olathe, and recognition given to the county winners and their parents from your county. This luncheon is on the association.

Following the luncheon, a tour will be arranged for the boys and their parents and anyone else who wants to go, of either the Hungarian Flour Mills, the Denver Grain Exchange, or possibly the new Cargill plant.

Cordially yours,

COLORADO GRAIN AND FEED DEALERS ASSOCIATION

Robert L. Wier
Mr. Alvin L. Lesser
County Extension Agent
County Court House
Brighton, Colorado 80601

Dear Alvin:

Just a note to let you know we are contacting each of the county winners (see copy of the letter to Joey Hadding of Fort Lupton) regarding the Recognition Luncheon and Tour on Monday, January 27, 1964. The Grain Dealers Association is contacting the County Youth Activity Chairman in each area where there are winners. It is hoped these chairmen will be able to attend, also. The industry chairman in your area is Jack Malo of the Intermountain Elevator. We hope it will be possible for you to get the county group together so that possibly you can all travel to Denver at the same time.

I hope you will let Bob Wier, Executive Secretary of the Colorado Grain and Feed Dealers Association, 519 Boston Building, Denver and me know how many will be attending from your county in order to help Bob line up details for the Luncheon and the Tour.

Very truly yours,

[Signature]

Wm. C. Staver
Extension Agronomist

Enclosure

cc: Cecil Staver
    Bob Wier
1. Who sponsors the 4-H Grain Marketing Awards Program?

The Chicago Board of Trade, the Cooperative Extension Service of the U.S. Department of Agriculture and the National 4-H Service Committee.

2. Who provides the grain marketing awards?

The Chicago Board of Trade. County winners receive gold-filled medals, and two state winners receive a trip to Chicago to see the Board of Trade in operation and to learn more about grain marketing in general.

3. What is the purpose of the program?

To encourage 4-H Club members and leaders to learn more about grain marketing and how grain is moved from the farm to the consumer.

4. Who is eligible to take part in the grain marketing program?

Any 4-H Club member between 14 and 21 years of age who has completed at least three years of club work and who is enrolled during the current year in a grain production project.

5. When was the program started?

In 1951, when three states — Colorado, Iowa, and Kansas — adopted the program. Each sent two winners to Chicago for the first Grain Marketing Tour and Clinic in January, 1952.

6. Who is attending this year?

Two 4-H grain marketing winners from each of 12 states: Colorado, Illinois, Indiana, Iowa, Kansas, Michigan, Nebraska, North Carolina, Ohio, Oklahoma, Texas and Wisconsin. In addition to the regular two delegates, Iowa is sending four grain judging winners. Also in attendance are state and county Extension agents and/or crop and marketing specialists, plus representatives from the Board of Trade, Federal Extension Service and the National 4-H Service Committee.

7. What are some of the activities for 4-H’ers taking part in the grain marketing program?

Many of them raise and market their own or their father’s grain. In addition, they visit and study grain elevators, grain processing plants, cereal plants, bakeries and so on. They watch demonstrations such as the filling, sealing and unloading of a car of grain; federal inspection of a railroad carload, and how to prevent rodents from damaging stored grain.

Members also study and demonstrate various aspects of grain marketing such as the effect of moisture on wheat grades, the control of smut and the cost of grain marketing as compared to other agricultural products.
TENTATIVE PROGRAM
4-H GRAIN MARKETING CLINIC AND TOUR
CHICAGO, ILLINOIS

DATES: January 28, 29 and 30, 1964
PLACE: Chicago Board of Trade, 141 W. Jackson Blvd., Chicago, Ill.
PARTICIPATING: Two State award winners and State and county Extension
members from 12 participating States: Colorado, Illinois,
Indiana, Iowa, Kansas, Michigan, Nebraska, North Carolina,
Ohio, Oklahoma, Texas, and Wisconsin.

SPONSORS: The Chicago Board of Trade, Cooperative Extension Service, and
National 4-H Service Committee.

TUESDAY, JANUARY 28
Room 660, 6th Floor
Chicago Board of Trade
141 W. Jackson Blvd.

Presiding: Leon M. McNair
Field Representative
National 4-H Service Committee

8:30 A. M. Film - "After the Harvest"
Welcome: Robert C. Liebenow, President
The Chicago Board of Trade
Greetings: Norman C. Mindrum, Director
National 4-H Service Committee, Inc.

9:30 - 9:45 A. M. Witness opening of trading from Visitors' Balcony, 5th Floor
9:45 - 10:30 A. M. Press Conference and Pictures - Visitors' Balcony and Trading
Floor
10:15 - 10:30 A. M. Milk and Coffee Break, Room 660
10:30 - 11:00 A. M. "What Have You Seen?"
11:00 - 11:30 A. M. "The Search for Quality Grain"

Divide for visit to State Grain Inspection Service and discuss
the role of the Commission House (23rd Floor)
Group I 25 minutes
Group II 25 minutes
4-H GRAIN MARKETING CLINIC AND TOUR PROGRAM

January 28 - continued

11:30 - 12:00 Noon  "What a Processor Does"
                    (Speaker to be announced later)

12:15 - 1:30 P. M.  Luncheon, Board of Trade
                    B-4 Room, Vault Level

1:45 P. M.         Board Chartered Motor Coach at Board of Trade,
                    Sherman Street Entrance for trip to General
                    Mills Plant, East 104th and Calumet River, South
                    Chicago

2:15 P. M.         Tour of General Mills Plant
                    H. A. Madison, Personnel Manager in charge
                    To see Elevator Operations and Making of
                    Cereals and Flour

4:15 P. M.         Leave General Mills Plant by Motor Coach for
                    return to Conrad Hilton Hotel

6:00 P. M.         Dinner, Beverly Room
                    Conrad Hilton Hotel
                    Guests of Chicago Board of Trade

7:15 P. M.         State Group Photos
                    Beverly Room, Conrad Hilton Hotel

WEDNESDAY, JANUARY 29 - FUTURES MARKET DAY

9:00 A. M.         Room 660, Sixth Floor, Chicago Board of Trade
                    Presiding: _______________________________________

9:00 - 9:30 A. M.  "How the Board of Trade Started and What it Does"
                    Warren W. Lebeck, Secretary
                    Chicago Board of Trade

9:30 - 10:30 A. M.  Guided Tour of Trading Floor

10:30 - 10:45 A. M. Milk and Coffee Break

10:45 - 11:15 A. M. Film: "The Speculators"
                    Discussion

11:15 - 12:00 Noon  "The Farmer and the Futures Market"
                    William S. Farris
                    Extension Economist in Marketing
                    Purdue University
4-H GRAIN MARKETING CLINIC AND TOUR PROGRAM

January 29 - continued

12:00 - 1:30 P. M.  Luncheon, Board of Trade  
E-4, Vault Level

1:45 P. M.  Room 660, Sixth Floor  
Chicago Board of Trade

Presiding: __________________________

1:30 - 2:15 P. M.  "Grain Transportation"  
Carl Lessing  
Transportation Department  
Chicago Board of Trade

2:15 - 2:45 P. M.  "Distribution of the Dollar"  
William S. Farris

2:45 - 3:00 P. M.  Milk and Coffee Break  
Smoking Room, Fourth Floor  
Chicago Board of Trade

3:00 - 4:00 P. M.  Trading Demonstration  
By Members of Chicago Board of Trade  
Exchange Floor

4:00 P. M.  Make tape recordings

Until Dinner

Dinner on your own

7:30 P. M.  "Ladies First" - Ice Show  
Boulevard Room  
Guests of Conrad Hilton Hotel

THURSDAY, JANUARY 30

8:15 - 10:00 A. M.  Visit Don McNeill's "Breakfast Club" Program  
Cloud Room, 23rd Floor  
Allerton Hotel  
701 North Michigan Avenue

10:15 A. M.  Milk and Coffee, Room 660  
Chicago Board of Trade

10:30 - 11:45 A. M.  Idea Exchange  
(1) Improving County and State Programs  
(2) What We Have Seen and Learned
AFTERNOON — OPTIONAL TOURS ON YOUR OWN

Museum of Science and Industry
Art Institute
Natural History Museum
Adler Planetarium
Shedd Aquarium
FOR IMMEDIATE RELEASE

FROM: Bob Wier, Colo. Grain and Feed Dealers Ass'n, 519 Boston Bldg., Denver

OUTLINE

At a recent awards luncheon in Denver the Colorado winners of the 4-H Club Grain Marketing Contest, their parents and county extension agents, were honored by the Colorado Grain and Feed Dealers Association, who annually sponsor the contest in cooperation with Colorado State University and the Chicago Board of Trade. Feted also were the 11 county 4-H winners.

Shown here are Jack Malo of Denver, chairman of the Association's Youth Activities Committee; Kenneth Cooksey of Roggen, and Charles Devries of Olath, the state winners awarded a free trip to Chicago tour of the Chicago Board of Trade, and Charles Dale Reimer, President of the Association.

One of the two boys will give a report on his trip at the annual convention of the Colorado Grain and Feed Dealers Ass'n., at the Broadmoor Hotel in Colorado Springs, Feb. 23-25, Reimer announced.

###
February 11, 1964

MEMORANDUM

TO: ALL COUNTY CHAIRMEN, 4-H GRAIN MARKETING CONTEST

Gentlemen:

You are cordially invited to be the guest of your Association for breakfast at 8 a.m. Monday, February 24, in the Green Room of the Broadmoor Hotel, in connection with our 39th annual convention.

This will be a brief breakfast, at which time we would like to get your thinking on the future of this contest and what changes, if any, might need to be made. We will have Bill Stewart, of the Colorado State University Extension Service, who will describe the program in complete detail for your information. Our secretary will briefly describe the public relations value of the contest.

We most sincerely urge you to attend this breakfast, as it is highly important.

Cordially yours,

Jack Malo, Chairman
Youth Activities Committee

cc: Bill Stewart
    Dale Reimer
April 14, 1964

Mr. Richard Amick  
Meeker,  
Colorado

Dear Richard:

It has come to my attention through Mr. William Stewart, Extension Agronomist at Colorado State University, that you are planning to enrolle as a freshman at the University next fall.

If you will write to us prior to your registration, we will make the necessary arrangements with the University regarding your one-year scholarship and fees.

In the past, the scholarship has been a $240.00 grant. At this moment we are not quite sure what the new rate will be, but whatever it is we will take care of it.

Sincerely yours,

COLORADO GRAIN AND FEED DEALERS ASSOCIATION

Robert L. Wier  
Executive Secretary

cc: Wm. G. Stewart, C.S.U.  
Duane Henderson, C.S.U.  
Chas. H. Miller, Meeker
April 1, 1964

Mr. Charles H. Miller  
Acting Extension Agent  
County Court House  
Meeker, Colorado 81641

Dear Chuck:

Jap French called me last night with reference to your request for information about the scholarship which was won a year ago by Richard Amick. He tells me that Richard is planning on registering in school here next fall and that the scholarship is really going to be helpful since the loss of his father.

By copy of this letter I am alerting Bob Wier, Executive Secretary of the Colorado Grain and Feed Dealers Association, and Duane Henderson, Development Fund Director, here at CSU, to Richard's concern. I am sure both you and Richard will be hearing from the folks involved right away.

Kindest personal regards.

Very truly yours,

Wm. G. Stewart  
Extension Agronomist

cc - Robert L. Wier  
Duane E. Henderson
MEMORANDUM

TO: COUNTY CHAIRMEN, 4-H GRAIN MARKETING CONTEST

Gentlemen:

This is a cordial invitation to serve this year as a county chairman for our annual 4-H Grain Marketing Contest, which is held in conjunction with Colorado State University and the Chicago Board of Trade.

Enclosed is a list of the selected county chairmen, in which you will note that some of you have served in years past and some are new this year. We most sincerely hope that you will do your part to help make this contest successful. This is one of our major public relations programs, and the association honors the winners of this contest at an awards program in Denver.

Your cooperation in this project is most appreciated and vitally needed. You will soon hear from Mr. William G. Stewart, Extension Agronomist at C.S.U. who is in charge of the program, at which time he will give you further details. However, it essentially boils down to your contacting your county agent who will also hear from Stewart, and make arrangements for a meeting with him and county 4-H Club leaders.

As you remember, the winner of the contest in each county is selected for the trip to Denver, and of these winners, two are selected to make the free trip to Chicago. The state winners and each county winner are eligible then to be scheduled as speakers at various county functions explaining their work in this contest, which gives our farm friends and town friends a greater insight into the functions performed by grain and feed dealers in the economy of the state.

Very little of your time will be required, but it is essential that you contact your county agent right now to get the project going. You will get all of the necessary details from Bill Stewart.

Sincerely yours,

V. L. "Bud" Sackett, Chairman
Youth Activities Committee

cc: Wm. G. Stewart
Terry Hall

ANNUAL STATE CONVENTION - February 21-23, 1965
Brown Palace Hotel, Denver
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<tr>
<th>County</th>
<th>Name</th>
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<td>Adams</td>
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<td>Douglas</td>
<td>Bob Benjamin</td>
<td>Douglas County Grain Co.</td>
<td>Castle Rock</td>
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<td>Elbert</td>
<td>Bob Davis</td>
<td>Simpson &amp; Co., Box 1426</td>
<td>Colorado Springs</td>
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<td>Frank Jaros</td>
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<td>Logan</td>
<td>Charles Rogers</td>
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<td>Sweeny Feed Mill</td>
<td>905 W. Hudson</td>
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TO: COLORADO EXTENSION AGENTS

June 1, 1964

Dear Agents:

Bob Wier, Secretary of the Colorado Grain and Feed Dealers Association, and Bud Sackett, Chairman of the Youth Activities Committee from that organization, met with me a week ago and appointed the County Youth Activities Chairmen for the counties for the coming year. These folks are responsible on a county basis for the development of participants in our 4-H Club Grain Marketing Contest as well as for the administration of the organization's scholarship program in your counties.

I hope you will make it your business to contact Mr. at your earliest convenience in order to visit with him about these two worthwhile 4-H Club activities in County.

In Extension we are constantly looking for leadership to work with us in connection with all of our activities. Here we have an organization which is ready and anxious to help us in connection with two of our most worthwhile 4-H Club activities. Again, I hope you will contact your county grain dealer chairman right away thus providing the impetus which will make his help available to this program in Colorado this year.

Kindest personal regards.

Very truly yours,

Wm. G. Staver
Extension Agronomist

cc - Robert L. Wier
      Bud Sackett
      District Agents
      C. G. Staver

P.S. So that you will know the names of the state youth committee of the Colorado Grain and Feed Dealers Association, as well as other county Chairmen, we are enclosing the list for your records.

Enc.
### 1964-65 LIST OF COUNTY YOUTH ACTIVITIES CHAIRMAN
(CoColorado Grain & Feed Dealers Assn.)

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<td>Harkman Grain Company</td>
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*Names marked with asterisk are also members of the State Committee, listed below:

V. L. "Bud" Sackett, Chairman (See address above)
Bill Archambault, Vice Chairman, Arch Sales Co., P. O. Box 9001, Stockyards Station, Denver
Robert Finley, Bartlett and Company, Walsh
Jack Malo (See address above)
Jim Knowles, Vilas Grain Company, Vilas
Charles Sours (See address above)
Don Briggs (See address above)
Russell Goodwin (See address above)
F. W. Kroeger (See address above)
Harold Johnson (See address above)
Clarence Lebsack (See address above)
Matt Rodney (See address above)
Neel Leathers (See address above)
Harold Webster (See address above)
Howard Strehwien (See address above)
Howard Moore (See address above)
W. L. "Bill" Hutchings, Denver Grain Exchange, 701 Cooper Building, Denver
June 1, 1964

Mr. Jack Malo
Intermountain Elevator Co.
P. O. Box 6507
Stockyards Station
Denver, Colorado

Dear Jack:

Bob Wier, Secretary of the Colorado Grain and Feed Dealers Association, together with Bud Sackett, your Youth Activities Committee Chairman, has just given me your name as County Youth Activity Chairman for your organization in Adams County this year.

Those of us who are working with your group certainly welcome your help. I have written to your local County Agent, Alvin Lesser, and I hope that you and he can get together right away to help enlist participation in our 4-H Club Grain Marketing Program and discuss possible qualified applicants who might be eligible for the Colorado Grain and Feed Dealers Association Scholarship.

Our County Extension folks are looking constantly for people who are interested in working with them in connection with our agricultural educational activities. We are certainly glad to have you work with us in 1964-65.

We are enclosing a descriptive leaflet of our Grain Marketing Project Awards Program and a copy of a "background information" sheet relating to the 13th Annual 4-H Grain Marketing Tour and Clinic which took place January 28-30, 1964, for your files. Our Colorado Grain Marketing Handbook is available in all the counties. If you did not receive one last year, let me or your County Agent know about it and we will be glad to send it to you so that you, the 4-H club leaders and your County Agent can outline the Grain Marketing activities which will benefit your county most.

Again, we are glad to have you with us and we look forward to continued expansion with your help in connection with this worthwhile program.

Very truly yours,

Wm. C. Stewart
Extension Agronomist

Enclosures

cc: Cecil Staver
Bob Wier

Bob: This letter was sent to each county chairman.
July 30, 1964

Mr. Richard E. Scott
Assistant Extension Agent
Post Office Box 950
Federal Building
Sterling, Colorado 80751

Dear Dick:

Congratulations, Young Man!! It looks to me as though you are doing a good job in developing a local grain marketing program for Logan County.

I am passing this information on to Bob Wier, Secretary of the Colorado Grain and Feed Dealers Association. He, in turn, is going to circularize your work so that the other grain marketing committee chairmen can see what has been done in your county this year.

I have been through the information you have included. It looks rather complete to me except that I would mention under "Awards" that the Chicago trip is sponsored by the Chicago Board of Trade. You might also mention that the state achievement luncheon is sponsored by the Colorado Grain and Feed Dealers Association, of which Mr. Lebsack is your county chairman, and that we have had excellent cooperation from this organisation now for the past several years in connection with this worthwhile project.

Congratulations again, Sir, on what looks to me like a job well done. We'll be keeping in touch with you.

Kindest personal regards.

Very truly yours,

cc - G. G. Staver
Robert L. Wier

Wm. G. Stewart
Extension Agronomist
August 27, 1964

MEMORANDUM

TO: COUNTY CHAIRMEN, 4-H GRAIN MARKETING CONTEST

Gentlemen:

The deadline for entries in our annual 4-H Club Grain Marketing Contest (November 1) is rapidly approaching, and we are hopeful that each of you have already, or will, contact your 4-H Club leaders and your county extension agent to get at least two or three entries from your county.

This is a very worthwhile contest, not only from the standpoint of the 4-H Club members, but from the standpoint of the industry as well. It serves to explain the grain marketing system under which the industry operates to more and more people. The more people we get to understand this, the less problems we will have in the future.

For your information, Clarence Lebsack, the Logan County chairman, and Richard Scott, the county agent, have developed an excellent outline of how they plan to operate their program, and we no doubt will have some outstanding entries from Logan County. A copy of their outline is enclosed. Perhaps you may want to follow this or modify it to suit your own area and conditions, and also refer to the Marketing Contest pamphlet issued by C.S.U., which your county agent has.

This requires very little of your time. Why not get started right now?

Most urgently yours,

COLORADO GRAIN AND FEED DEALERS ASSOCIATION

V.L. "Bud" Sackett, Chairman
Youth Activities Committee

cc: Wm. G. Stewart
Terry Hall

ANNUAL STATE CONVENTION - February 21-23, 1965
Brown Palace Hotel, Denver
PROJECT OUTLINE FOR 1964:

1. Improving Quality and Yields of Grains Produced
2. Maintaining Quality of Grains in Storage
3. How Grains Move to Market
   a. Country Grain Elevator
   *4. When to Sell Grains
   *5. The Future Market
   *6. Interpretation of Market Reports

Sections 1, 2, and 3 will contain questions for the member to answer with the help of parents or leaders. There will be a project meeting MONDAY, August 3, at Lebsacks Feed and Seed Store in Sterling, to cover No. 3 and answer any questions from 1, 2, or 3.

*Sections 4, 5, and 6 will be covered as a talk by qualified personnel.

---------------------------------------------

1. IMPROVING QUALITY AND YIELDS OF GRAINS PRODUCED: (Instructions - Find the answer with parent, leader, or other qualified help. Write the answer below the question.)

1. What procedure should be followed when selecting seed for planting?
2. What is the value or importance of growing certified seed?
3. Should seeds be treated before planting? If so, why?
4. Why is it important to control weeds and insects?
5. Briefly explain how you would take a soil sample for a fertility analysis.
6. Why is it necessary to harvest grains at the proper stage of maturity?
7. Name some of the major parts of a combine and give their function.
8. Bring in a 10-pound sample of your wheat to be entered in the Junior Milling and Baking Contest.

2. MAINTAINING QUALITY OF GRAINS IN STORAGE: Grains are usually sound when harvested. But a sound kernel of grain is a living organism that breathes and respires. If the grain is not properly harvested, handled, and stored it gets sick or "Goes Out of Condition".

The usual causes for loss of quality in grain are (1) Too high a moisture content, causing heating, suffocation, and growth of molds and bacteria; (2) Damage by insects; (3) Damage by rodents; or (4) Improper storing facilities.

Answer the following questions as in Section 1:

1. Why is it important to test grains for moisture when they are stored?
   Should they be checked periodically while in storage? What is a safe moisture level for storing wheat?

2. How would you go about preparing a bin for grain storage to insure best results from the standpoint of:
   A. Tightness
   B. Ventilations
   C. Freedom from rodents, insects, and birds

   List some control measures for:
   A. Insects
   B. Rodents
3. When filling a bin with an auger, why should the spout be moved around over the bin and not left to dump in one spot?

4. Give an illustrated talk or demonstration on how to control rodents—include information on waste they cause to both food and food grains.

5. Under what conditions or situations might you use an artificial grain dryer?

3. **HOW GRAINS MOVE TO MARKET:** In this section, you really begin to study grain marketing. Here you will learn about the physical jobs of weighing, grading, receiving, storing, shipping, and processing.

The principal grain marketing agencies are (a) country grain elevators, (b) grain merchandisers and commission sales agencies, (c) buyers and sellers on grain exchanges, (d) terminal elevator operators, and (e) processors of grain products. We will study marketing at a country grain elevator.

You should study the following questions and then complete the answers after you have toured the country grain elevator (Lebsack Feed and Seed Store on August 3 at 8:00 p.m.)

1. How are weights recorded and the number of bushels determined?

2. How is the accuracy of scales determined?

3. What are the capacity of the scales? Length of platform? Are they adequate?

4. How are samples taken?

5. What tests are made?

6. What are grades? How are they determined?

7. What is the purpose of grades?

8. Who buys the grain from the elevator operator?
   a. Is the price determined before the grain is shipped or when it reaches destination?
   b. How does the elevator operator get paid?
   c. What use does he make of grades?

9. Is grain shipped by truck or rail?

Summarize what you have learned from this Grain Marketing Program in the form of a report. Attach your report to this members guide.

Fill out a standard report form used in all National Award Programs.

Submit this material to the County Extension Office, Box 950, Sterling, Colorado, by September 1, 1964.

NOTE: This application may be in addition to another project area. For example, you may apply in Grain Marketing, Sheep, and Foods. You may receive an award for grain marketing and one of the other two projects.

**AWARDS:**

County -- Gold Medals to the four winning records in each county.

State -- All expense paid trip to Chicago for two outstanding records. *

Achievement Luncheon in Denver for all county winners. **

State winners must have completed three years of 4-H work and be at least 14 years old as of January 1, 1964.

* Sponsored by the Chicago Board of Trade.

**Sponsored by the Colorado Grain and Feed Dealers Association.
Mr. Robert Wier  
Executive Secretary  
Colorado Grain & Feed Dealers Assn.  
519 Boston Building  
Denver, Colorado  

Dear Bob:

I am sending you some information on Michael Hoppe and Steven Greenwald, the two 4-H members who were chosen to attend the 4-H Grain Marketing Clinic in Chicago January 26-28, 1965.

Michael is the son of Mr. & Mrs. A. A. Hoppe of Sterling. He is 17 years old and a Junior in Sterling High School. He has completed six years of 4-H club work and has completed projects in tractor, range management, garden, poultry and safety in addition to his work with small grain in the field crops program. He made a detailed study of the steps in producing and marketing a grain crop. Mike has served as President of his 4-H Club and a County Council Representative. He has taken an active part in community affairs, is active in athletics and an outstanding student in school. He is active in Church work and has served as organist and in church youth groups. Michael's club leaders are his father and Paul Knowles. He also received help in his grain marketing program from Clarence Lebsack, grain dealer at Sterling.

Steven Greenwald is the son of Mr. & Mrs. Casey Greenwald of Greeley, Colorado. Steven is a Senior in Windsor High School and has completed eight years of 4-H work. His projects have included corn and sugar beets in addition to small grains as well as beef, sheep and dairy projects. He has produced certified seed for a number of years and is a member of the 200 Bushel Corn Club. In 1963, he was named a National Field Crops Winner in the 4-H Program. His knowledge of crop varieties, fertilization, good tillage practices, harvesting methods and storing have made Steve a producer of high quality and high yielding crops. His 4-H tractor project has helped him to learn safe and efficient operation of machinery as a part of his crop production work. Steve maintains good grades in school in addition to his participation in numerous school and community activities. He has an outstanding attendance in Sunday School and participates in church work. He is also an accomplished accordionist. Steven's local 4-H leaders are Mr. George Lindblad and Mr. Edward Schnoor.
Robert Wier  
Denver, Colorado  

I am enclosing the four glossy prints of each boy. It is my understanding that you will make the news release from your office. I do not know what consideration you may have given to the time of this news release. Will it be at the time they leave for Chicago, or do you have in mind making it earlier? Let us know if we can be of any additional help, and thank you very much for your fine cooperation.

Very truly yours,

C. G. Staver  
State 4-H Club Leader

CGS:mb  
Enclosures  
cc: Wm. G. Stewart

P.S. We are sending the boys' books which we reviewed to Chicago as soon as Hoppe makes some revisions needed as they were due there October 20. If there is any additional information which you need about the boys, let me know before we mail their books (probably November 23), and we will get it for you.
Mr. Jim Bloxsom  
RFD 2, Box 13  
Center, Colorado  

Dear Jim:  

Our Colorado 4-H Club Grain Marketing entries have been judged. While your entry was not judged a county or state winner this year, I want to add my compliments, to those which you have probably already received, for your participation in this worthwhile project.  

Since this project is accumulative, the information which you have gathered this year will be of value to you again next year in making your entry a county or state winner. We hope you will continue to take part in this activity. If you do, it will be of value to you and to all of those with whom you work.  

In general, the entries this year were very good and the best we have ever judged. The two which were selected as State Winners are exceptionally fine records. It is not possible any more to become a state project winner in one year. By continuing in the project for several years, however, you not only gain a considerable amount of knowledge about our grain utilization and grain marketing, but you accumulate a record which will be of value to you the rest of your life.  

Again, my compliments and best wishes for future success.  

Very truly yours,  

[Signature]  

W. G. Stewart  
Extension Agronomist  

cc: Cecil Staver  
Robert Wier  
Bernie Williams
Mr. Bernie Williams  
Area Extension Agent  
P. O. Box 329  
Alamosa, Colorado 81101  

Dear Bernie:  

Enclosed is a carbon copy of the letter that was written to David Ford, the 4th place winner in our Colorado Grain Marketing contest.  

Because there are more representatives this year, the Colorado Grain and Feed Dealers can include only one County winner, his parents, and his County Agent to attend the luncheon sponsored by the Colorado Grain and Feed Dealers Association, January 25, 1965, at the Albany Hotel in Denver.  

Since your County winner and also 4th place winner is David Ford, Jim Bloxom will not be able to attend the luncheon this year.  

Very truly yours,  

Wm. C. Stewart  
Extension Agronomist  

cc: Bob Weir  
Cecil Staver  

WGS:mat  
Enclosure
Mr. David Ford  
R. R. 1, Box 185  
Center, Colorado

Dear David:

I am writing to congratulate you for having been designated a County Champion in the 4-H Club Grain Marketing Project this year.

In general, the entries this year were very good. The two which were selected as State Winners, we feel, are exceptionally fine records. We hope that you will continue your activities in grain marketing work. It is not possible any more to become a state project winner in one year. By continuing in the project for several years, however, you not only gain a considerable amount of knowledge about our grain utilization and grain marketing, but you accumulate a record which will be of value to you the rest of your life. Although you were not one of our state winners this year, we hope you will continue your activities in this project. Perhaps, you too, can look forward to being a winner at some future date.

On January 25, 1965, at the Albany Hotel, the Colorado Grain and Feed Dealers Association, who co-sponsor this project with us, will be holding a State 4-H Club Grain Marketing Achievement luncheon at which time you, your parents, your County Agent and the grain dealer representative from your county will be recognized for the work you have done this year. You will receive your invitation direct from Mr. Weir, Executive Secretary of the Colorado Grain and Feed Dealers Association, and we hope you will start planning now to be present in Denver at that time. We know you will enjoy the program and that you will learn about the value of co-operative effort in connection with the 4-H Club Grain Marketing Project in Colorado.

Again, congratulations and best wishes for future success!

Very truly yours,

W. G. Stewart  
Extension Agronomist

cc:  Cecil Staver  
Robert Weir  
Bernie Williams
November 23, 1964

Mr. W. Arden Colette  
Area Agronomist  
County Court House  
Greeley, Colorado

Dear Arden:

Enclosed are carbon copies of letters that were written to Steven Greenwald, one of our Colorado State winners in the Colorado Grain Marketing contest, Vickie Cooksey and Allen Diehl.

Because there are more representatives this year, the Colorado Grain Dealers can include only one County winner, his parents, and his County Agent to attend the luncheon sponsored by the Colorado Grain and Feed Dealers Association, January 25, 1965, at the Albany Hotel in Denver.

Since your County winner and also State winner is Steven Greenwald, Allen Diehl and Vickie Cooksey will not be able to attend the luncheon this year.

Very truly yours,

Wm. G. Stewart  
Extension Agronomist

WGS:mt

Enclosures

cc: Bob Weir  
Cecil Staver
Mr. Steven Greenwald  
Route 2  
Greeley, Colorado  

Dear Steven:

CONGRATULATIONS! Mr. Stever and I met Tuesday, November 10, 1964 with the Youth Committee of our Colorado Grain and Feed Dealers Association in Denver and helped judge the Colorado 4-H Club Grain Marketing records. Yours was selected as one of the two Colorado State winners so you will be hearing from our 4-H Club office about the achievement luncheon which is given for all county winners, their parents, their county agents and the county Grain Dealer representative; and about the trip which is sponsored annually by the Chicago Board of Trade to visit Chicago and learn more about grain and grain marketing.

As a Colorado state winner, we will be looking to you in the future to help train other 4-H club grain producers in your county and in your area. As a Junior leader in this project in your county, I am sure you can contribute a great deal to the project especially after having experienced the wonderful trip to Chicago to which I know you will be anticipating between now and January 26.

Although the contest has been judged and the winners determined, the announcement in this connection will not be made for a short time so we hope you will not release this information in your own county until after the general state wide announcement has been made. At present, there are a great many announcements of this kind being released in connection with 4-H club activities. We prefer to hold this release for about another month so that the announcement will be competitive to those which are being released now and so that it can receive its proper emphasis.

In the meantime, we will appreciate it very much if you will send Mr. Weir, Executive Secretary of the Colorado Grain and Feed Dealers Association, two glossy pictures which can be used for publicity purposes when this announcement is released.
Congratulations again on a job well done. We will look forward to seeing you regularly from now on as one of our leaders in 4-H club grain projects.

Very truly yours,

Mr. S. Stewart
Extension Agronomist

cc: Bob Weir
    Cecil Staver
    W. Arden Colette
Mr. Allen Diehl  
Route 2  
Ault, Colorado  

Dear Allen:

Our Colorado 4-H Club Grain Marketing entries have been judged. While your entry was not judged a county or state winner this year, I want to add my compliments, to those which you have probably already received, for your participation in this worthwhile project.

Since this project is accumulative, the information which you have gathered this year will be of value to you again next year in making your entry a county or state winner. We hope you will continue to take part in this activity. If you do, it will be of value to you and to all of those with whom you work.

In general, the entries this year were the best we have ever judged. The two which were selected as State Winners are exceptionally fine records. It is not possible any more to become a state project winner in one year. By continuing in the project for several years, however, you not only gain a considerable amount of knowledge about our grain utilization and grain marketing, but you accumulate a record which will be of value to you the rest of your life.

Again, my compliments and best wishes for future success.

Very truly yours,

Wm. G. Stewart  
Extension Agronomist

WGS:int

cc - Cecil Stayer  
Robert Wier  
Arden Colette
November 23, 1964

Miss Vickie Cooksey
Roggen, Colorado

Dear Vickie:

Our Colorado 4-H Club Grain Marketing entries have been judged. While your entry was not judged a county or state winner this year, I want to add my compliments, to those which you have probably already received, for your participation in this worthwhile project.

Since this project is accumulative, the information which you have gathered this year will be of value to you again next year in making your entry a county or state winner. We hope you will continue to take part in this activity. If you do, it will be of value to you and to all of those with whom you work.

In general, the entries this year were the best we have ever judged. The two which were selected as State Winners are exceptionally fine records. It is not possible any more to become a state project winner in one year. By continuing in the project for several years, however, you not only gain a considerable amount of knowledge about our grain utilization and grain marketing, but you accumulate a record which will be of value to you the rest of your life.

Again, my compliments and best wishes for future success.

Very truly yours,

[Signature]

Wm. G. Stewart
Extension Agronomist

cc: Cecil Staver
    Robert Wier
    Arden Collette
Dear Dean:

I certainly want to congratulate you for having been designated a County Champion in the 4-H Club Grain Marketing Project this year.

In general, the entries this year were very good. The two which were selected as State Winners, we feel, are exceptionally fine records. We hope that you will continue your activities in grain marketing work. It is not possible any more to become a state project winner in one year. By continuing in the project for several years, however, you not only gain a considerable amount of knowledge about our grain utilization and grain management, but you accumulate a record which will be of value to you the rest of your life. Although you were not one of our state winners this year, we hope you will continue your activities in the project. Perhaps you, too, can look forward to being a winner at some future date.

On January 25, 1965, at the Albany Hotel, the Colorado Grain and Feed Dealers Association, who co-sponsor this project with us, will be holding a State 4-H Club Grain Marketing Achievement luncheon. At this time you, your parents, your County Agents and the grain dealer representative from your county will be recognized for the work you have done this year. You will receive your invitation direct from Mr. Heir, Executive Secretary of the Colorado Grain and Feed Dealers Association, and we hope you will start planning now to be present in Denver at that time. We know you will enjoy the program and that you will learn about the value of co-operative effort in connection with the 4-H Club Grain Marketing Project in Colorado.

Again, congratulations and best wishes for future success:

Very truly yours,

Wm. G. Stewart
Extension Agronomist

cc: Bob Weir
    Cecil Staver
    Tom LeQuey
Mr. Bob Wier  
Colorado Grain & Feed Dealers Association  
519 Boston Building  
Denver, Colorado 80202

Dear Bob:

I certainly want to thank you and your organization for your continued help in connection with our 4-H Club grain marketing project. Particularly I think compliments are appropriate in connection with yesterday's annual luncheon for our county winners. The luncheon was well organized and well received. I want to pass on to you the compliments and thanks of all the 4-H Club members, their parents, and the Colorado Extension people.

Successful projects don't just happen. They are the result of lots of work by lots of people. The help of you and your organization is helping us create in the minds of our folks the "place in the sun", which grain marketing activities should occupy in the minds of our folks. Our progress has been slow and at times our efforts have not been too well appreciated, but we are making progress and we will continue doing so with your help.

Thanks a million.

Very truly yours,

William G. Stewart  
Extension Agronomist

cc: Terry Hall  
    Bud Sackett  
    Cecil Staver
CUTLINE

Terence J. Hall, right, of Akron, Colorado, president of the Colorado Grain and Feed Dealers Association, presents plaques to two state winners in the annual 4-H Club grain marketing contest. The winners are Steven Greenwald, second from left, of Greeley, and Michael Hoppe of Sterling. At left is William Stewart, Colorado State University extension agronomist. The Colorado association sponsors the contest in cooperation with CSU and the Chicago Board of Trade. The awards were presented at a luncheon recently. Mr. Hall also has been appointed by Governor John Love to the State Agricultural Commission, and will preside at the association’s 40th annual convention at the Brown Palace Hotel February 21-23.
February 20, 1965

Terence J. Hall
President, Colorado Grain and Feed Dealers
519 Boston Building
Denver 2, Colorado

Mr. Hall:

As a participant in the 4-H Grain Marketing Trip this year, I would like to express my thanks for your providing this wonderfully educational clinic at the Chicago Board of Trade. This trip was more educational than any other I have taken.

I am trying my best in our County to forward this information on to others.

Thank you again!

Sincerely yours,

Michael Hoppe
Route # 1
Sterling, Colorado
May 18, 1965

MEMORANDUM

TO: COUNTY CHAIRMEN, 4-H GRAIN MARKETING CONTEST

Gentlemen:

You are cordially invited to serve this year as county chairman for our annual 4-H Grain Marketing Contest, which is held in conjunction with Colorado State University and the Chicago Board of Trade.

Enclosed is a list of the selected county chairmen, and you will note that most of you have served for a number of years, with just a few new chairs this year. We hope that you will put even more effort toward the grain marketing project in your county this year. Those of you who worked hard last year have as your reward the knowledge that the number of entries are gradually increasing each year.

As you know, this is one of our major public relations programs, with the association honoring the county winners at an awards program in Denver on the day the state winners leave for Chicago. Mr. William G. Stewart, Extension Agronomist at C.S.U., is in charge of the program and will soon be sending you complete details.

Entries were received from 14 counties last year; naturally, our goal is to eventually have entries from all 34 counties listed here. In order to accomplish this, it is essential that each of you contact your county agent now to get the project going. If you wait too long, there will not be enough time for a 4-H member to complete his project in time for the judging in November.

This year I would appreciate a report from each of the chairmen on the progress they are making in carrying out the project. As mentioned above, you will be hearing from Bill Stewart shortly, and...GOOD LUCK.

Sincerely yours,

COLORADO GRAIN AND FEED DEALERS ASSOCIATION

V.L. "Bud" Sackett, Chairman
Youth Activities Committee

(Harmack Grain Co., Cope, Colorado)

cc: Bill Stewart; Dave Page
<table>
<thead>
<tr>
<th>County</th>
<th>Name</th>
<th>Firm</th>
<th>Address</th>
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<tr>
<td>Adams</td>
<td>Jack Malo</td>
<td>Wilgro Feed Co. 1408 E. 47th Ave.</td>
<td>Denver</td>
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<td>Arapahoe</td>
<td>Howard Lindfors</td>
<td>Retired - 1940 Newport St.</td>
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<td>Baca</td>
<td>Travis Harper</td>
<td>Walsh Cash Co-op. Assn.</td>
<td>Walsh</td>
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<td>Bent</td>
<td>Leonard Hun dall</td>
<td>Nelson's Feed Store 225 S. 8th St.</td>
<td>Las Animas</td>
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<td>Boulder</td>
<td>Don Taylor</td>
<td>Wilgro Feed Co. 1074 W. 4th Ave.</td>
<td>Longmont</td>
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<td>Cheyenne</td>
<td>Melvin Harms</td>
<td>Harms Grain Co.</td>
<td>Cheyenne Wells</td>
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<td>Conejos</td>
<td>Eldon Jackson</td>
<td>La Jara Supply Co.</td>
<td>La Jara</td>
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<tr>
<td>Delta</td>
<td>Ken Smith</td>
<td>Open Door Ranch &amp; Feed Mill</td>
<td>Delta (Route 1)</td>
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<tr>
<td>Douglas</td>
<td>Bob Benjamin</td>
<td>Agate Elevator</td>
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<td>Elbert</td>
<td>Bob Davis</td>
<td>Simpson &amp; Co. 201 W. Colorado Ave.</td>
<td>Colorado Springs</td>
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<td>El Paso</td>
<td>Charles Sours</td>
<td>Rifle Feed &amp; Farm Supply 10925 Rifle</td>
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<tr>
<td>Garfield</td>
<td>Charles Sours</td>
<td>Des Marateau Comm. Co. 1058 20th St.</td>
<td>Haswell</td>
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<td>Kiowa</td>
<td>Don Briggs</td>
<td>Flagler Equity Co-op. Co.</td>
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<td>Kit Carson</td>
<td>Russ Goodwin</td>
<td>Farmers Supply Co. 210 W. 9th Ave.</td>
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<td>La Plata</td>
<td>Fred Kroeger</td>
<td>Ranch-Way Feed Mills Co.</td>
<td>Ft. Collins</td>
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<td>Larimer</td>
<td>Ralph Stoll</td>
<td>Snell Grain Co.</td>
<td>Hugo</td>
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<td>Lee Kraxberger</td>
<td>Lebsack's Feed &amp; Seed, Inc.</td>
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<td>Logan</td>
<td>Clarence Lebsack</td>
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<td>Charles Rogers Elevator</td>
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<td>Neel Leathers</td>
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<td>Lamar</td>
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<td>Harold Webster</td>
<td>Sweeny Feed Mill 408 S. 4th St.</td>
<td>Pueblo</td>
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<td>Fred Hopkins</td>
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<td>Alamosa</td>
<td>Bill Pope</td>
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<td>Routt</td>
<td>Les Grandbouche</td>
<td>Harmack Grain Co.</td>
<td>Cope</td>
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<td>Sedgwick</td>
<td>Howard Moore</td>
<td>Greeley Feed &amp; Bean Co. 1001 9th Ave.</td>
<td>Greeley</td>
</tr>
<tr>
<td>Washington</td>
<td>V.L. 'Bud' Sackett</td>
<td>Farmers Union Co-op. Elev.</td>
<td>Wray</td>
</tr>
</tbody>
</table>
Michael Hoppe  
Route 1  
Sterling, Colorado

Dear Mike:

I have just received a note from Leon McNair, Field Representative for the National 4-H Service Committee, Inc. in Chicago, in which he tells me that you were named winner this year of the Chicago Board of Trade's watch. This watch was presented to that state 4-H Club Grain Marketing winner who tells the best story of his trip to Chicago.

Congratulations young man! I know you must have gotten a great deal out of the trip, otherwise, you would not have been able to summarize your experience so well. We want to use you and your experience to help other prospective members in grain marketing projects. I hope you will be available to talk to 4-H Clubs and other groups in Logan and the adjoining counties for this purpose---the best advertisement we have for a good project such as this is furnished by the outstanding members who are listed as winners.

Congratulations again, Sir, we will be seeing you!

Very truly yours,

Wm. C. Stewart  
Extension Agronomist

cc - James W. Read  
Dave Page  
Terry Hall  
V. L. Sackett
TO: ALL COLORADO COUNTY EXTENSION AGENTS

RE: COLORADO'S 4-H CLUB GRAIN MARKETING CONTEST

Dear Agents:

We are calling your attention again to the 4-H Club Grain Marketing Contest which is available to all of your members who carry grain projects.

The contest is cosponsored with us by the Colorado Grain and Feed Dealers Association, and since their entry into the project it has progressed rather rapidly insofar as both members and quality of entries is concerned.

V. L. Sackett, Chairman of the Colorado Grain and Feed Dealers Association's Youth Activities Committee has just notified me that ________________ of ________________ Company has been designated their chairman for your county this year.

Now that you are thinking in terms of 4-H Club Membership, we hope you will also consider the value of this project and with your grain dealers' county chairman encourage the boys and girls in your county to participate. This is a project which can be carried year after year and one which becomes more valuable to the 4-H Club Member with experience. With this in mind, we hope you will encourage your boys and girls who have carried the program previously to continue in this work.

Also, younger 4-H Clubbers should be encouraged to start activities of this nature so they will have time to make worthwhile accomplishments.

Let us know if we can be of any help to you in developing this important program.

Thanks for your help.

Very truly yours,

Wm. G. Stewart
Extension Agronomist

C. G. Staver
State 4-H Club Leader

cc: Colo. Grain and Feed Dealers Assn.,
    V. L. Sackett
    District Agents
I have just been notified of your designation by the Colorado Grain & Feed Dealers' Association as County Chairman for our 4-H Club Grain Marketing Project for 1965.

Those of us from Colorado State University, who are working with the project, certainly welcome your interest and your cooperation in helping the project grow and improve. Since your organization joined us in the sponsorship of this activity several years ago, we have seen our effectiveness improve—both in terms of the number of participants and in the quality of the work they are doing.

Your local County Extension Agent, Mr. __________________________ is in charge of our program in your county. I know he will welcome your help in stimulating 4-H Club members who are carrying grain projects to participate with a marketing project. He will appreciate, too, your help in organizing a program for your county participants which will result in a better understanding of grain production, storage and utilization at the end of the project year. Some counties have held county meetings to honor county winners. All county winners will be honored by your organization at the time our two state winners attend the grain clinic as guests of the Chicago Board of Trade.

I am enclosing our State 4-H Club Grain Marketing Handbook, and the National 4-H Club Grain Marketing brochure. I know you can use both of them in developing the program which you will be using this year in your county.

Thanks again for your help this year.

Very truly yours,

Wm. G. Stewart
Extension Agronomist

Cecil G. Staver
State 4-H Club Leader

WGS:wfs
Enclosures
Mrs. Sally Thorniley  
Colorado Grain & Feed Dealers Assn.  
519 Boston Bldg.  
Denver, Colorado  

Dear Mrs. Thorniley,  

Unless you have received some more donations to the Colorado 4-H Foundation Inc. we still need at least $40.00 to fulfill our obligation of $220.00. Would you make another appeal in your next bulletin for all of the members who have not contributed to do so at once.

I would also like a letter sent out to all county youth activity chairmen asking them to get with their county agents and get the Grain Marketing Program rolling in their county. You might also mention that we have an Oct. 1 deadline to have all entries in by.

Thank you for your help.

Yours truly,  

[Signature]

V. L. (Bud) Sackett
To: Bud Jackson

From: Sally Bronnley

1. I had the bulletin already written when your letter arrived. You will not remember the 4-H project. We have raised $500 to date in contributions.

2. Letters (per enclosed copy) are being sent to County Chem. per your request.

3. May I be of any further assistance?

S. J.
February 1, 1966

Mrs. Sally Thorniley
Executive Secretary
Colorado Grain and Feed Dealers Assn.
519 Boston Building
Denver, Colorado 80202

Dear Mrs. Thorniley,

Enclosed is a picture of the group of boys and Chaperones attending the 4-H Grain Marketing Conference. We are standing on the steps of the wheat pit in the Chicago Board of Trade. You can probably pick out us Coloradans but in case you can't, Fred Miller is on the front row second from the left, I am on the second row second from the left and John Roderick is the first boy from the left on the fourth row. You may keep this picture if you want. Another picture was taken of just us three at the hotel Wednesday night, however I was able to get only one copy of it and the local paper is using it now. If you would like to use it I will be glad to send it up.

I would like to express my appreciation to you and the association for the fine luncheon and recognition provided for all the boys before we left Denver and all the help given to the boys during the year. I think it is a wonderful program. I could write several pages about the trip. I think it is the most educational trip a 4-H member could make and both boys would agree with me. I also had excellent cooperation from the boys. Thanks again for your interest and help.

Sincerely,

Leon S. Stanton
Assistant Extension Agent

Enclosure

COLORADO STATE UNIVERSITY, U. S. DEPARTMENT OF AGRICULTURE AND BACA COUNTY COOPERATING
Separation Sheet

Item(s) removed:

Photo of boys & Chaplains attending the 4-H Farm Marketing Conference

From box/folder labeled:

General Office - Farm Marketing Contest (7/10/1)

To box/folder labeled:

Photographs - Farm Marketing Contest

Ellingsen Photography, 1966

Name of processor:

Amanda Murphy

Date separated: